Board of Trade Journal

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Board of Trade Journal

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Front cover photograph

A section of Dunlop 'Starglide' passenger conveyor belting being loaded at Liverpool for Canada for use in one of four passenger conveyor systems at Montreal Airport. Each section is 450 ft. in length, and the total order is worth £30,000.

The Hawker Siddeley aircraft shown in the fog-landing illustration on last week's cover was a BEA Trident. BEA have since announced that this equipment is to be incorporated in all BEA Tridents at present in service or on order.

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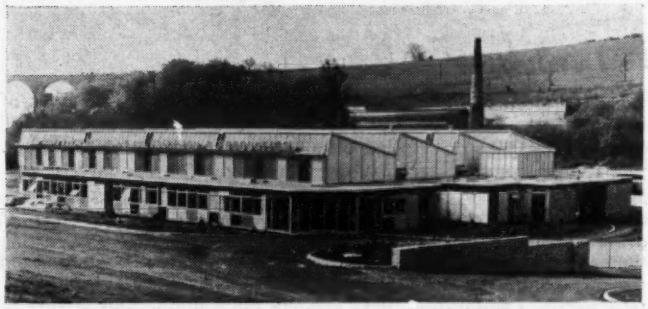
PROGRESS IN THE DEVELOPMENT AREAS - 5

North Devon and Cornwall

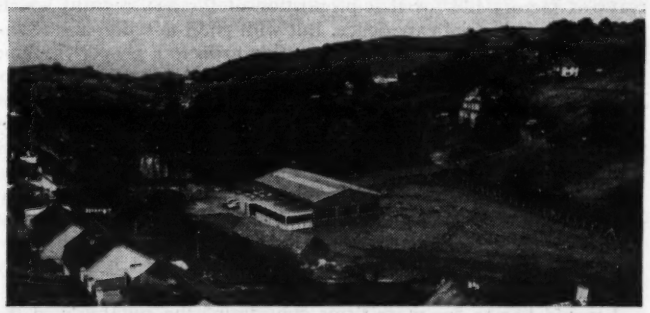
by L. I. Macbeth, Regional Controller, Board of Trade, South Western Region

Previous articles in this series began in the October 28 issue with 'The evolution of Board of Trade legislation relative to the distribution of industry'. This was followed up by 'Industrial development in Wales' (November 11 issue), 'Impressive range of new industry in Northern Ireland' (November 25), and 'Industrial development in Scotland' (December 9).



Light engineering factory on the Moorswater Industrial Estate, Liskeard. The chimney belongs to an old clay works.

Factory belonging to Associated Family Bakers Ltd. at Bodmin.



Advance factory at Ilfracombe. This 5,000-sq. ft. factory has been leased to Coutant Electronics Ltd., Reading, who are manufacturers of power units for electronic computers. Plenty of room for expansion has been allowed for.

SOUTH WEST ENGLAND has a special attraction for people in the southern half of the country and indeed from all over Britain. Its varied scenery, its clean atmosphere and the fascination of many of its towns, are an enduring source of pleasure to visitors and others coming to stay. But its industrial aspects are less well known, as are its potentialities for further development in a number of places. The purpose of this article is not to provide a detailed guide to particular localities but to dwell on some of the aspects which may be of interest to industry considering a new location.

Some parts of the region are already well or fairly well provided with employment and the Government has decided to focus its main help in South West England on North Devon and Cornwall. But it is of some importance to consider not only what the Development Area can provide itself but its general relationship to the facilities in South West England in fields such as Universities, Technical Education, Training Centres and the like.

The Development Areas

The Development Area is illustrated on the map on page 1493. It is covered by 24 Ministry of Labour Employment Exchanges, and a list of these areas, or the appropriate groups of them, are shown in the table on page 1493. The figures show the estimated number of insured employees in mid-1965 (the latest available) and also the estimated number in manufacturing.

As will be obvious, this is not an area of large industrial towns but of smaller centres providing a background of great amenity for modern light industry of the type that fits in so well with this sort of milieu. There is in fact a community of interest here. The towns themselves are anxious to preserve their attractions, and rightly so, and many types of industry are equally anxious to have the sort of background which provides a pleasant atmosphere for employees and which is attractive to incoming specialist staff.

At the same time there are parts of the Development Area which have a long industrial tradition and where, for example, some heavier type of industry have long operated successfully as in Camborne. There is also an industrial background of mining for tin, china clay and ball clay in certain parts.

As to the main centres, these are Camborne/Redruth, St. Austell, Penzance, Falmouth and Truro in Cornwall and Barnstaple and Bideford in North Devon. As the peninsula narrows to the west, it is more difficult to talk about the employment aspects of towns separately, and there is a very considerable interchange of workers in the whole area from Newquay and Truro to Penzance.

This is not the place, within the confines of a short article, to attempt to itemize and weigh up the resources and potentialities of each individual place in the area, whether the main centres just mentioned or smaller towns such as Launceston, Wadebridge,

(Continued on next page)

Picture on the left shows students at a typewriting class in Camborne Technical College. Right, also in Camborne, one of the high-precision machines in the works of Holman Bros. Ltd. The firm, with a labour force of 2,500, are one of the largest makers of rock drills and pneumatic equipment in the Commonwealth.

Liskeard, Bodmin, Helston and Camelford. The Board of Trade office in Bristol has a good deal of information about the whole Development Area, and its officers are frequently in and around the various parts. They have contact with the local authorities and are able to effect the necessary introductions. The main offices of the Ministry of Labour and of the Ministry of Housing and Local Government in the South West Region are situated in the same building in Bristol as the Board of Trade, and any interested industrialists can sit around the table here and get an initial picture of the situation in each part of the Development Area. The officers of my department are very ready then to arrange a programme of visits to the local authorities in the Development Area and to give the industrialist every assistance in making an on-the-spot examination. It is but a short journey to get to Bristol from, say, London or Birmingham, or some other starting point can be made further west convenient to the industrialist, such as Exeter or Plymouth.

The approach to location of industry in the South West Development Area is clearly different from considering a large industrial mass. The characteristics of the chosen places are more clear cut, the appreciation of the position is generally simpler, and decisions about location in the area are, on the whole, easier to arrive at.

An important starting point

The most important starting point, however, is that all the benefits of the Local Employment Acts 1960 to 1966 and of the Industrial Development Act 1966 are available throughout North Devon and Cornwall. These benefits include the payment of the new 40 per cent investment grants on appropriate categories of plant and machinery and of a building grant of 25 per cent or even 35 per cent in circumstances which justify giving special assistance for the purpose of setting up an undertaking in a Development Area. These provisions are bound to be of interest to firms contemplating putting a new project some distance away from their base into North Devon and Cornwall. Another point worth mentioning is that there are arrangements for giving some measure of preference in the placing of Government contracts for goods made in the Development Area.

A characteristic of development in the South West Development Area has been that the majority of firms moving in have built their own premises, financed either by themselves or by a mortgage from the local authority, together with, in the past few years, building grants available under the Local Employment Acts. This seems to indicate that the majority of firms who have come into the area have been sufficiently clear in their own minds about the attractions and potentialities of the area to put their roots down firmly from the start and sink a financial stake in bricks and mortar.

Eight new factories

In addition, the Board of Trade have completed a number of factories already in parts of Devon and Cornwall, eight in all, totalling 364,000 sq. ft., either on a lease or purchase basis, and are prepared to consider applications at any time for standard or purpose built factories. The photographs on page 1491 illustrate some of these soundly built attractive factories. I would like to draw particular attention to the fact that at the present time there are two small factories ready for immediate occupation, and recently completed for the Board of Trade by the English Industrial Estates Corporation, who arrange the building and leasing of the premises for the Department. These factories are at:

Penzance – 10,000 sq. ft.
Camelford – 5,000 sq. ft.

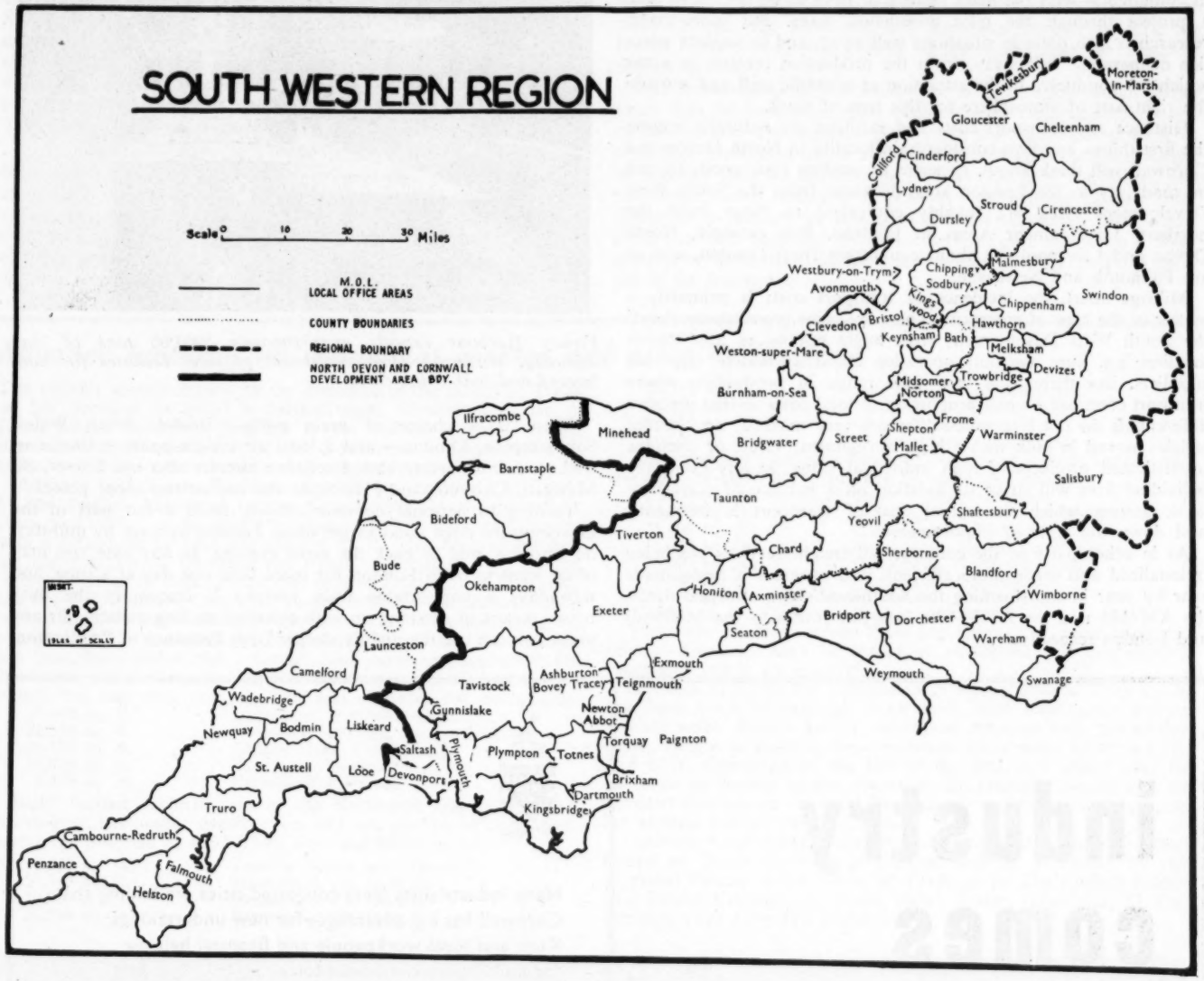
In addition, the President of the Board of Trade has just announced that an advance factory of 20,000 sq. ft. is to be built in Camborne/Redruth and arrangements for the selection of the site and the erection of the factory are now being pressed ahead.

South-west England has a particular attraction for the smaller firm that wants to grow steadily and surely in balance with the resources of the particular area it has chosen. In a typical case, young and enterprising management wishing to get out of the concrete jungle, and often away from acute pressure for labour that besets the smaller firm in the southern half of the country, looks for a place which provides a congenial atmosphere and the sort of conditions where administrative specialist and supervisory staff will settle down and achieve a satisfactory way of life.

If the spot chosen does not in fact have a considerable industrial background, there is of course a period of indoctrination in the ways of factory life for that proportion of the new recruits which has had no industrial experience. But with good selection and training arrangements the factory soon settles down to a proper rhythm; the most frequent comment that I have heard from industrialists about their working force in the South-west is that it provides steady and consistent effort. In addition, labour turnover is often a good deal less than in the major industrial centres, and this is an important factor, both financially and for morale. Whatever the precise rate of progress, it is possible to point with confidence to the substantial number of small firms throughout South-west England who have settled into smaller towns or rural communities and built up a consistent effort which they would be extremely reluctant to relinquish in favour of large industrial areas.

I would like to see more firms considering the suitability of the South West Development Area for research establishments. These

(*Text continued on page* 1494)



Some firms establishing units in the South Western Development Districts/Area in recent years

Firm	S.W. Location	Product
Aircraft-Marine Products (Great Britain) Ltd., U.S.A.	Bideford	Solderless terminals.
Aygee (Jetal Windows) Ltd., Southall	Camelford	Metal windows.
Coutant Electronics Ltd., Reading	Ilfracombe	Electronic equipment.
G. A. Cramp & Sons Ltd., Mitcham	Redruth	Printing and bookbinding.
Finn Shoes Ltd., Nuneaton	Penzance	Footwear.
Alfred Herbert Ltd., Coventry	Falmouth	Machine tools.
Keefe and Lewis Ltd., Guildford	Camelford	Knitwear.
Langridge Ltd., Bristol	Camborne	Foundation garments.
Marriott Magnetics Ltd., Wembley	Penryn	Magnetic recording heads.
Maskell Fur Processes Ltd., Horley	Redruth	Sheepskin processing.
K. P. Morritt Ltd., Cheam	Falmouth	Fishing reels.
M. P. J. Gauge & Tool Co. Ltd., Birmingham	Bideford	Precision instruments.
Ranco Controls Ltd., Plymouth	Bodmin	Thermostatic controls.
Rank Bush Murphy Ltd., Chiswick	Camborne	Radio and television.
W. Smith & Company (Engineers) Ltd., Bromley	Liskeard	Precision engineers.
Toy Works Ltd., Marlow	Bideford	Toys.
Zamba Co. Ltd., Stockport	Penzance	Greenhouse heaters.

Ministry of Labour Employment Exchanges in the Development Area

Number of Employees* in Mid 1965

Employment Exchange	Total Employees	In Manufacture
Barnstaple	16,388	2,021
Bideford	8,285	1,648
Bodmin	3,359	350
Bude	3,743	232
Camelford	1,946	157
Falmouth	9,171	2,127
Helston	4,018	109
Ilfracombe	3,506	99
Launceston	3,890	529
Liskeard Group (Liskeard, Looe)	4,910	379
Newquay Group (Newquay, Perranporth)	8,144	218
Penzance Group (Penzance, St. Ives, St. Just in Penwith, St. Mary's)	13,229	915
Camborne-Redruth Group (Camborne, Hayle, Redruth)	15,715	5,593
St. Austell (includes Mevagissey)	16,850	2,514
Truro	10,055	685
Wadebridge	2,683	113

* excluding certain categories, e.g., civil servants, which are not counted by individual employment exchanges.

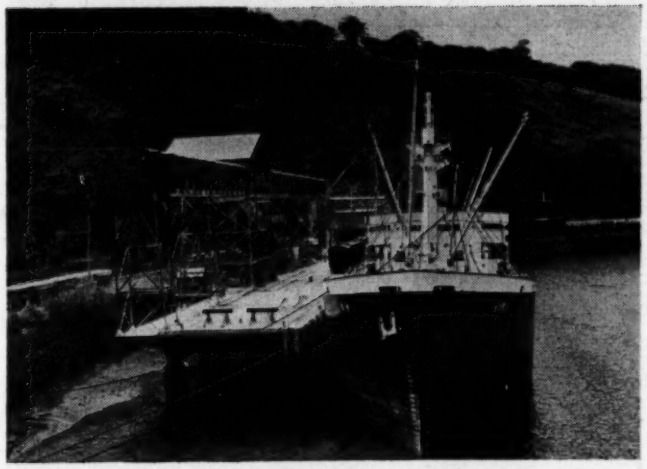
NORTH DEVON AND CORNWALL, *continued*

do of course vary in type. There are those which are best situated in conjunction with the main factory or have to be near it to take a project through the pilot production stage. But more basic research is also done in situations well away, and in modern practice deliberately well away, from the production centres, in areas which are conducive to the attraction of scientific staff and provide the right sort of atmosphere for this type of work.

Distance and transport costs and facilities are naturally among the first things any firm considering a locality in North Devon and Cornwall will think about. In terms of sending your goods by rail or road, say to the London area, distances from the South West Development Area are roughly equivalent to those from the northern Development Areas in England. For example, North Devon and Liverpool are about equidistant from London, and so are Falmouth and Newcastle.

Mileage apart, the incidence of transport costs is primarily a matter of the type of enterprise. There are some types where clearly the South West Development Area might not be an appropriate location, e.g. pure assembly operation based on widely dispersed suppliers. But there is a very wide range of production where transport costs are a small proportion of total costs so that distance differentials do not bite unless they are very marked, e.g. smaller articles moved in bulk with a high consignment value, or complex sophisticated products of high individual value. In any event the individual firm will strike its location on a balance of considerations, among which the actual cost of transport is frequently well down the scale of importance.

As in other parts of the country, rail freight services are being rationalized and made more efficient; and progress is being made year by year in transforming the South-west's two strategic roads, the A38/M5 and the A303/A30, into fast routes to the Midlands and London respectively.



Fowey Harbour exports approximately 500,000 *tons of clay annually. Modern loading equipment provides facilities for both bagged and bulk china clay.*

There is a choice of main ports – Bristol, South Wales, Southampton, London – and a local air freight point at Exeter as well as points farther east. Executive aircraft also use Exeter, St. Mawgan, Chivenor and Plymouth, and one or two other places.

Turning to personal communications, from a fair part of the Development Area you can get up to London by train by mid-day, do business, and be back the same evening. In any case you may often want to be in London for more than one day at a time, and nowadays a comfortable train journey is frequently the busy man's means of catching up with essential reading matter! Or any night you can use the nightly sleeper from Penzance to Paddington.

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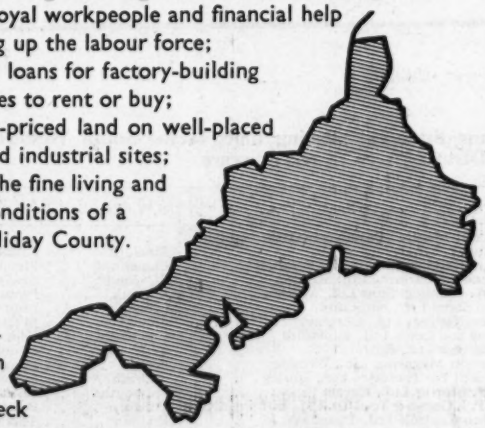


For further information contact:
H. W. J. Heck
(Ref. BT),
County Planning Officer,
County Hall, TRURO.

Telephone: TRURO 4282

There are Government Training Centres at Bristol, Gloucester and Plymouth which provide training in 19 trades covering the main engineering and building occupations. The output of trainees from these centres is approximately 1,200 a year. In addition to the Government Training Centres, courses are available at Technical Colleges for training in commercial subjects and shorthand typing. Special arrangements to help training have been made for firms expanding in or moving to Development Areas. Not only is financial assistance given towards the training of workers and supervisors, but, when necessary, Ministry of Labour instructors may train employees either on the firm's premises or at the Government Training Centres.

For the incoming firm the subject of educational facilities is one of major importance. South-west entrants do well in the GCE examinations, and the region is particularly well known for the variety and number of independent boarding and day schools which exist, and its local authority schools are of a high standard. Your children and those of the people in your firm who come with you will be happy here.

In addition to the Universities of Bristol and Exeter and now Bath, there are many excellent technical colleges in the South-west, among them, in the Development Area, the well-known one at Camborne/Redruth (with an annexe at St. Austell), the Falmouth Technical College, the Falmouth and Penzance Schools of Art, the North Devon Technical College at Barnstaple and the Bideford School of Art.

The industrialists in the South-west is in a region which shows every sign of becoming more prominent in the industrial affairs of the nation. The region's population and employment have in total been growing at above average rate, and while the main weight of industry is in the northern part of the region, in the Bristol and Gloucester areas, industry is gradually developing farther west. There is a number of places in this Development Area where firms can take root and grow successfully, even if not on a large scale. For those who do there is a bonus of a particularly good life in the South-west.

Advance factories on industrial estates and sites in England

THE RECENT announcement by the President of the Board of Trade of his decision to build a further eight advance factories in Development Areas in England is yet another chapter in the success story of one aspect of the Government's Distribution of Industry Policy – the versatile and adaptable advance factory.

Advance factories in England are built for the Board of Trade by the English Industrial Estates Corporation. In the past four years (and excluding the recent announcement) 45 advance factories with a total area of over one million sq. ft. have been authorized for construction in Development Areas in England – 31 in the North-east, four in Cumberland, five in Merseyside-Lancashire area, and five in Devon and Cornwall. Twenty-two of these factories have been allocated and a further four are at an advanced stage of negotiation; 12 extensions totalling a quarter of a million square feet have been added and a further four extensions approved. Of the remaining 19 factories authorized during the latter part of the period, the following are complete and available for occupation:

10,000 sq. ft.	Ashington, Northumberland
26,550 sq. ft.	Houghton-le-Spring, Co. Durham
26,550 sq. ft.	Cleator Moor, Cumberland
10,870 sq. ft.	Penzance, Cornwall
5,400 sq. ft.	Camelford, Cornwall

Eight further factories, six in the North-east and two in the North-west, are under construction and are due to be completed during the first half of 1967. Their sizes and locations are:

10,000 sq. ft.	Teesside Estate, near Thornaby
50,340 sq. ft.	Sunderland, Co. Durham
10,000 sq. ft.	Sunderland, Co. Durham
26,550 sq. ft.	Stanley, Co. Durham
26,550 sq. ft.	Ashington, Northumberland
26,550 sq. ft.	Newburn, Northumberland
26,550 sq. ft.	Widnes Lancashire
10,000 sq. ft.	Cleator Moor, Cumberland

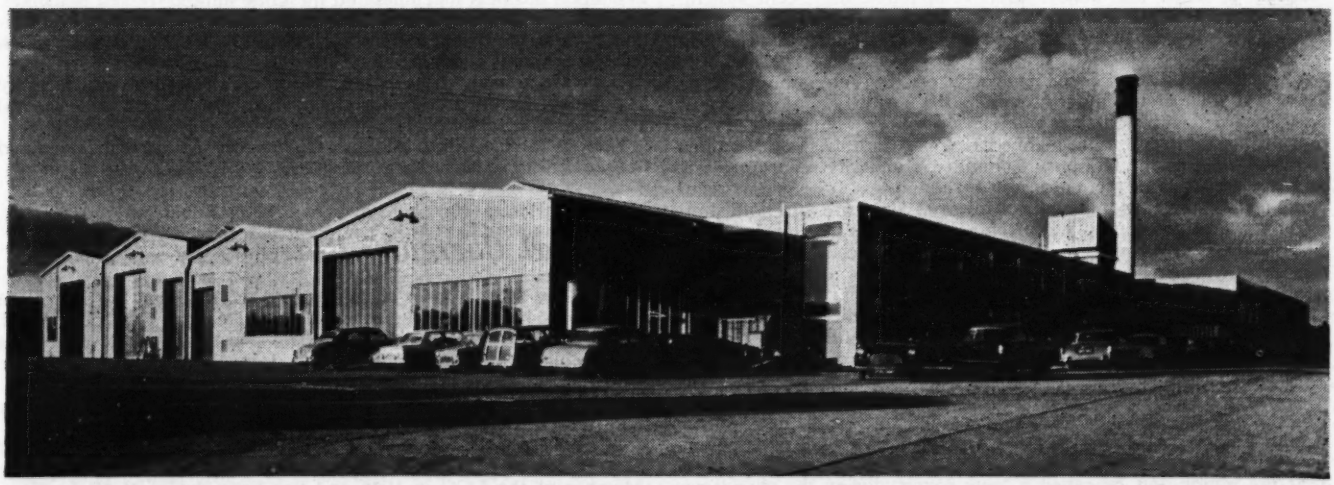
The President's announcement of November 3, calls for the construction of eight more advance factories in England.

25,000 sq. ft.	Team Valley, Gateshead
25,000 sq. ft.	Cramlington, Northumberland
25,000 sq. ft.	Castleside, Co. Durham
15,000 sq. ft.	Houghton-le-Spring, Co. Durham
15,000 sq. ft.	Haltwhistle, Northumberland
15,000 sq. ft.	Workington, Cumberland
25,000 sq. ft.	St. Helens, Lancashire
20,000 sq. ft.	Camborne, Cornwall

These are all areas where there are reserves of good adaptable labour. Factories may be leased or purchased and Government loans and grants are available.

Advance factories are constructed in standard units. They are in the main steel framed and brick built, with continuous glazing around walls. Floors are of reinforced concrete with granolithic finish. Height to eaves in the production areas varies between 15 ft. and 17 ft. depending on the size of the unit, and offices may be of single or double storey. Factories are centrally heated and all essential services are provided. Space is allowed in nearly every case for at least 100 per cent expansion.

Inquiries from industrialists who are interested in these or other Board of Trade factories in England will be welcomed by the Regional Offices of the Board of Trade or by The English Industrial Estates Corporation, Team Valley Estate, Gateshead, 11, Co. Durham. (Tel. Low Fell 876071).



This 150,000 *sq. ft. development for The Steel Barrel Scammells & Associated Engineers Ltd., at Stanley, Co. Durham, grew out of a* 26,000 *sq. ft. advance factory built by The English Industrial Estates Corporation.*

Decimal currency in the United Kingdom: the £-new penny system

DETAILS OF the new coinage that will be used in the United Kingdom when a decimal currency is introduced in February 1971 are given in a White Paper published on December 12 ('Decimal Currency in the United Kingdom,' Cmnd. 3164 HMSO, 2s. 6d.). The £ will be the major unit of currency. It will be divided into 100 minor units. It is proposed that the minor unit should be called the 'new penny' and that there will be six denominations in the new coinage. The largest will be a '50 new pence' coin which will eventually replace the 10s. note. The £1, £5 and £10 notes will remain in use.

The White Paper reviews the benefits of decimalization and summarizes the arguments behind the choice of the £ system. It also outlines the timetable for the changeover and notes that there will be a Bill to establish the new decimal currency and to take certain other necessary powers.

Background (paragraphs 1-4 of the White Paper)

A Committee of Inquiry chaired by the Earl of Halsbury recommended in 1963 by a majority of four to two the adoption of the £-cent system (now to be known as the '£-new penny' system).

In recent years, there has been growing support in industry and commerce for a change to a decimal currency. Australia converted in February this year and New Zealand follows suit next year.

The Chancellor of the Exchequer announced to the House of Commons on March 1, 1966, the 'historic decision' that the United Kingdom would adopt a decimal currency system in February 1971 with the £ as the major unit of currency.

Benefits of decimalization (paragraphs 5-9)

Decimalization will harmonize money and other calculations. This will speed money calculations and the mechanics of payment and change giving in shops. It will also make it possible to use aids for ordinary calculations for money, and standard instead of £ s. d. monetary machines. This latter benefit will enable United Kingdom manufacturers to keep down costs and compete more easily abroad.

In schools, teaching time will be saved and textbooks simplified. The full educational benefits will, however, only be obtained with the introduction of a full metric system of weights and measures, to which industry is moving. Together decimalization and the metric system should help exports.

The savings in time and effort are expected to be considerable, though it is difficult to express them in money terms. Experience in both South Africa and Australia indicates that the anticipated benefits can be achieved.

The choice of system (paragraphs 10-33)

The Halsbury Committee considered 25 systems, four of them in detail. It decided that the final choice was between the £-cent and 10s.-cent systems. The majority report favoured the £-cent system. In the Government's view the practical advantages of retaining the £ are decisive. Subject to the final approval of Parliament, this is a firm decision.

This decision is not based primarily on the 'international case.' There are other arguments for retaining the £ which are more obvious and concerned with sterling as a domestic currency. A high value major unit has advantages in a highly developed industrial and trading economy and, as the Halsbury Committee's majority report stressed, to halve the value of the major unit by adopting a 10s. system 'seems to go against the economic logic of history.' There are also both short and long term accounting and machine advantages in retaining the £. During the changeover, the costs of converting accounts in industry and commerce will be substantially lower. So will the costs of converting business machines. Both advantages are important, too, in the long term. Retaining the high value unit means a more efficient system and a more effective use of machine capacity. Furthermore, given that the importance of currency units changes as standards of living rise, there would need to be powerful reasons to justify a switch to a major unit only half the value of the present £.

Retaining the £ avoids an important difficulty of the 10s. system: finding an acceptable name for a new major unit. Under both systems a new name is required for the minor unit. The Government proposes that the minor unit be called a 'new penny' during the changeover period and that the adjective 'new' should be gradually dropped after the transition.

The 10s. system has some short term advantages of 'associability' (this refers among other things to translating sums from £ s. d. to decimals and back). But the £ has a very important 'associability' advantage because it retains the most important measure of our money values as a familiar point of reference. The problem of conversion from £ s. d. to decimals will be largely overcome by conversion tables and dual-price labels in shops. The Decimal Currency Board, in investigating the means of education and publicity, will consider the special problems of particular groups, including the elderly.

The £ system has coinage disadvantages – mainly the introduction of a new halfpenny – compared with the 10s. system. But these disadvantages are essentially transitional or short term.

There should be no significant difference between the two systems in the cost of the changeover or in price increases stemming from the change.

The 'international case' is based on the fact that the £ sterling, besides being the domestic currency of the United Kingdom, is one of the two great international currencies. As such, it has many important functions and is a symbol known throughout the commercial centres of the world.

The coinage (paragraphs 34-52)

With one exception, the Government has followed the Halsbury Committee recommendations on the choice of coins, weight-value relationship and the denomination of the halfpenny. The exception is the 20 new penny piece (value 4s.). The Government view is that this coin would not be popular. In its place there will be a 50 new penny piece (value 10s.).

The coinage will, therefore, comprise six coins:

Denomination	Value	Metal
½ new penny	1.2d.	Bronze
1 new penny	2.4d.	Bronze
2 new penny	4.8d.	Bronze
5 new penny	1s.	Cupro-nickel
10 new penny	2s.	Cupro-nickel
50 new penny	10s.	To be announced later

The 50 new penny coin will eventually replace the 10s. note. The 5 and 10 new penny coins will be the same size, weight, metal content and value as the present shilling and florin. The three other decimal coins will differ in size, weight and value from the coins they replace.

The changeover (paragraphs 53-66)

This will take place in February 1971 and the subsequent transitional period of dual currency working will be kept as short as possible. The major tasks in the preparatory period, which has already begun, will be the minting of 9,000 million decimal coins and the conversion of some 2½ million business machines and the same number of slot machines. The preparatory work, including a big campaign of public education, will be co-ordinated by the Decimal Currency Board, which the Government is setting up.

Costs are unlikely to be as high as those estimated by the Halsbury Committee. Compensation for changeover costs is not, as a general principle, acceptable.

There is to be a Bill to establish the new decimal currency units and to take certain other necessary powers.

Decimal Currency Board

SIR WILLIAM FISKE is to be chairman, and the Rt. Hon. Lord Erroll of Hale is to be deputy chairman, of the Decimal Currency Board, the body which will exercise the main executive and co-ordinating responsibilities for the changeover to decimal currency in February, 1971.

This was stated by the Chancellor of the Exchequer on December 12 in answer to a Parliamentary Question.

Sir William is the Leader of the Greater London Council. Since 1946 he has devoted a good deal of his time to public service. He became a Member of the LCC in 1946 and has been chairman of the Town Planning Committee and the Housing Committee. He began his career in the Bank of England and remained there until 1935 when he

National Cash Register's Mr. N. Waller, their cash register division director, together with three of the new Point Range cash registers which are designed with a view to decimalization in February 1971. The new system will involve the use of pounds and 'new pennies'. The period for changing over will last two years and the machines will incorporate both monetary systems. NCR are already proceeding with the adjustment of machines for decimalization.

went into private business. He served in the Ministry of Information between 1940-45.

Lord Erroll is a professional engineer, and holds several directorships in engineering and other companies. He was a Member of Parliament from 1945 to 1964, and has held a number of Ministerial appointments, including President of the Board of Trade. He was created a peer in December, 1964.

The functions of the Decimal Currency Board will be:

(1) To examine in detail the problems of the changeover including consultation as appropriate with interested parties;

(2) To promote the speedy and efficient transition to the use of a decimal currency;

(3) To organize a programme of guidance to the public;

(4) To examine any claims for compensation (within the Government's broad policy on the subject), and to make recommendations thereon.

The Secretary to the Board will be Mr. N. E. A. Moore. Mr. Moore, who is a civil servant, was secretary to the Halsbury Committee of Inquiry on Decimal Currency. Communications for the Board should be addressed to him at the following address: Decimal Currency Board, Standard House, 27-28 Northumberland Avenue, London, W.C.2.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

President addresses Foreign Press Association

MR. DOUGLAS JAY, President of the Board of Trade, spoke at a lunch of the Foreign Press Association in London on December 12.

'Among many disappointments and failures in world affairs in the last 10 years,' he said, 'we can at least congratulate ourselves on one unqualified success: the achievement by the eight EFTA countries of full-free trade status in a very short time, and incidentally with a very small staff.

'At the end of this month the eight EFTA countries will have achieved virtually complete internal free trade, well in advance of the EEC and without raising any barriers against the outside world. EFTA has a population of 100 million but its economic importance is even greater than this suggests because its average income per head is abnormally high; and its member countries' external trade is an unusually large proportion of their national income. Income per head in EFTA in 1964 was £463 and in the EEC only £427. EFTA's imports are 18 per cent of world imports, while the United States' imports are only 10 per cent. Per head of population, EFTA is now the world's leading trading group, importing and exporting more than the EEC and far more than the United States.

'Trade within EFTA itself has now just about doubled in value since the Stockholm Treaty was signed in February 1959. This must be as fast an increase in trade between any group of major countries as has ever been recorded; and the group's trade with the outside world has risen and not fallen, in the same years. British exports to EFTA have increased by 70 per cent since 1959, and our imports from EFTA by 66 per cent.

'Those who think that most of this success has been achieved by diversion of trade from the EEC, will be surprised to learn that British exports to the EEC have risen in the same years by 70 per cent, and our exports to France by 100 per cent. The simultaneous growth of the two groups, so far from restricting trade between them, has rapidly expanded it. This also should be remarked by those who do not always study the facts but talk of the two European groups as being "cut off" or "excluded", or "barred" from one another's markets. There has in hard fact been a very large all round growth in trade. Ideally, of course, it would be better to have one group and not two. But two is far better than a patchwork of 15 or 20 countries all surrounded by their own tariff walls.

'On the other hand, despite the success of EFTA we must not, from the British point of view, exaggerate the importance of purely European trade. About 60 per cent of British exports go to markets outside our own continent; and 65 per cent of our imports come from outside. Of Britain's four biggest export customers in 1965 in the following order, United States, Australia, South Africa and West Germany – only one was in Europe. The great bulk of our really essential imports of food and materials also come from other continents and it is wise policy for any country to insure that a high proportion of exports go to those countries, from which, for economic and physical reasons, its essential imports must come.

'At the present time precisely this is happening; and our exports to other continents are rising faster than our exports to western Europe. British exports to the United States have actually scored the remarkable success of rising in the whole January-October period of this year, despite the shipping strike, by 28 per cent over the same months of 1965. Indeed, they have actually been 55 per cent higher this year than they were in the same months two years ago; which is a very impressive performance indeed when you reflect that our total exports to the United States are now running at over £500 million a year. We have also scored this year a 20 per cent rise in exports to Japan, 27 per cent to the Soviet Union and Eastern Europe, and 11 per cent to Canada despite a prolonged dock strike there and seamen's strike here in the summer shipping season. To EFTA this year by comparison, further increase has been 10 per cent and to the EEC only 6 per cent.

'The success of the two European groups, and the very large trade within the Commonwealth which is in effect a partial free trade area, make it perfectly clear that further great gains could be secured by more widespread multilateral tariff cuts. However difficult multilateral military disarmament has proved, multilateral economic disarmament, has been shown to be perfectly possible. Enormous benefit could be

(*Continued on next page*)

PRESIDENT ADDRESSES
FOREIGN PRESS ASSOCIATION, *continued*

reaped here not merely in expanding trade, but in thereby raising living standards of the poorer emerging countries. The obvious next step towards this objective is to bring the Kennedy Round to a practical success in the next crucial six months. We are here dealing not merely with the narrower possibilities of six, eight or even 14 European countries but with the far wider vision of nearly 50 countries.

'General cuts in trade barriers by a group as large as this, especially if they are extended non-reciprocally to the developing countries, could achieve far more sweeping results than action by one or more insular groups on its own. A successful Kennedy Round settlement would also, among its other advantages, lower existing tariffs between the EFTA and EEC groups, and this is certainly the quickest way of doing it. There is no doubt, happily, about the sincere determination of the United Kingdom, of EFTA, of the main Commonwealth countries and of the United States to push the Kennedy negotiations through to a success; and if the EEC shows the same resolution, as we hope it will, over the coming months, there should be no serious obstacle to a successful settlement next spring.

'While all this is true, however, we must not fall again into the error of thinking that the world's living standards can be raised merely by removing trade restrictions while we allow the world's supply of international money and credit to become inadequate. This is what happened at the end of the 1920's. At the moment there are some ominous signs that the world's monetary reserves are not rising as fast as its physical capacity to produce goods. So far, in the post-war years, thanks to the evolution of the IMF, the World Bank and various central banking techniques, we have successfully enabled world trade to rise by about 7 per cent a year on average although world monetary gold reserves have risen much slower than that.

'The persistent and simultaneous pressure, however, on both the United States and United Kingdom balance of payments in the last few years is in my view evidence of the failure of the world's monetary machine at present to support the volume of world trade, production and investment that are physically possible. Both the United States and the United Kingdom are being compelled in order to defend their reserves, unwillingly to curtail investment and aid abroad, and in our case – because we are so generous an importer already – to curtail our imports and internal growth also. This in turn has tragic consequences for the developing countries which offer great opportunities for development, and whose goods the richer countries ought to be buying much more freely.

'Another partial failure since 1945 has been our inability to build up a regular long-term system by which international surpluses and deficits can be smoothly adjusted by temporary measures. The GATT and the Stockholm Treaties rightly contemplated that temporary import restraints should be used by deficit countries but this has not yet been recognized as the necessary and normal method of correcting international deficits. But if the world is to avoid repeated crises, we must have some recognized method of adjustment because in any given year some major countries must be in surplus and some in deficits. This is a long-term and not a short term truth. At the moment for instance Britain is moving into surplus and France is moving into deficit. But the same may not be true 10 years hence. Again if in the next few years Britain and the United States move into surplus, they will necessarily force other countries into deficit. Here therefore we must find a better solution for the long-term than has yet been achieved.

'It is at any rate fortunate, however, that on so many basic issues, British, American and Commonwealth ideas are in such close harmony, as for instance in the Kennedy Round. Indeed the whole of the last two years' experience has proved, I believe, even more conclusively the crucial importance for the developing countries and indeed the whole democratic world of the closest understanding and practical co-operation between Britain and the United States. The ready and substantial support given by the United States to Britain in the balance of payments difficulties of two years ago was an outstanding example of this co-operation. And if one looks further ahead, the truth is that, whether in political ideas, economic interests, historical sentiment, or ultimate security, Britain and the United States are and must remain closely bound together. That is the plain fact, however it may be temporarily described or disguised, and it is one reason why Commonwealth and European economic groupings must always be thought of as steps to a wider unity. We should be wise therefore to keep this wider and more imaginative prospect before us, to build in the future on those foundations which have forever secured the past.'

'The crucial importance of British shipping'

—Mr. Douglas Jay

SPEAKING AT THE annual dinner in London of the Chamber of Shipping on December 7, Mr. Douglas Jay, President of the Board of Trade, said:

'If the unhappy seamen's strike of last summer proved anything, it was the crucial importance of British shipping to the British economy. Six weeks' growing paralysis of British shipping caused so sharp a fall in our exports as to be largely responsible for the severity of the economic remedies which the Government was compelled to introduce in July.'

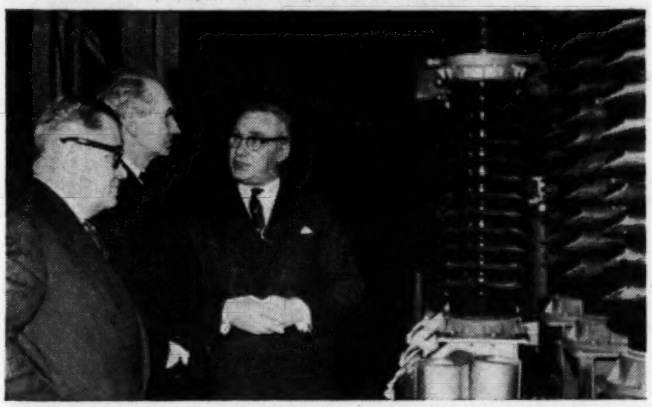
The President said that he hoped the public would realize this and would also more widely realize the huge contribution which British shipping made to our balance of payments. The fact that there was no longer a big annual surplus as there used to be should not disguise the fact that our gross foreign exchange earnings on shipping in 1965 rose to £750 million, which almost exactly offset our gross expenditure on foreign shipping. Our balance of payments – and our economy – could not possibly do without the enormous contribution which British shipping made to our earnings overseas.

'We shall need all the help we can get from shipping earnings in 1967,' continued the President. 'British exports are now rising most promisingly, the Government's July measures have clearly had the intended effect of helping exports by damping down excessive home demand. At the moment I believe the possible adverse effect of the Rhodesia dispute on our balance of payments has been exaggerated. Only a very small fraction of our overseas trade is with Rhodesia. Our exports to Rhodesia before UDI were no more than two-thirds of 1 per cent of our total exports. And as the Prime Minister said in the House, the sanctions were against Rhodesia only. Nevertheless, we must as a nation not merely balance our books, but earn a substantial surplus in 1967.

'As the Minister responsible for shipping I would like to say tonight that the very special difficulties the industry encounters in world competition are very well understood by the present Government. Shipping firms do not have an easy or protected home market. They have often to face abroad uneconomic fleets built up for nationalist reasons with subsidies and flag discrimination devices. In addition to this they now face competition from the air, partly also from airlines created from political motives.'

It was the duty of the Government to fortify, as far as practicable, the industry's power to overcome the special obstacles in its way. One basic method by which the Government could help was to contribute through all our trade and commercial policies towards keeping the volume of world trade, and seaborne trade in particular, steadily increasing. 'That is the Government's firm intention, and it is a major part of the job of the Board of Trade,' said the President. 'We can here, I think, congratulate ourselves on a greater success since the war than is always realized. World trade over the last 20 years, thanks to oil in particular, has increased at 7 per cent a year, which is far faster than in the 20 years of depression and restriction before 1939. We have already achieved in six years complete free trade between the eight EFTA countries of Europe. If the present Kennedy Round negotiations succeed – and I believe that there is now a reasonable prospect of a satisfactory conclusion being reached before the deadline next summer – this will increase the likelihood of world trade expanding even faster in the next 10 or 15 years. Other changes are, of course, going on simultaneously, such as the great growth in the world shipbuilding industry, and the quicker building of ships. But if we could get tariffs down generally there would be plenty of demand for all the ships available.'

Another difficulty was the quite natural demand from emergent and other countries for lower freight rates and for control over, and in some cases interference, with the working of shipping conferences. He had done his best in recent months in speeches and talks overseas to convince these countries that shipping lines must earn a fair return on capital and that shipping conferences, properly conducted, achieved a valuable purpose in such an unsheltered industry. The more our shipping industry itself could demonstrate the truth of these arguments the less interference was it likely to suffer from Governments overseas. The admission, for



Mr. Douglas Jay (centre), President of the Board of Trade, looking at 132,000 volt electrical switchgear for the China Light and Power Company, Hong Kong, in the Hebburn Works of A. Reyrolle & Co. Ltd., on December 9 during his visit to Tyneside With him in the picture are (left) Mr. James Bennett, managing director of Reyrolle, and Mr. W. B. Fenwick, director and general works manager.

instance, of shipping lines from developing countries to the conferences had certainly been a wise step. The Government had also recognized the industry's peculiar difficulties by giving it the unique advantage of enjoying both an investment grant of 20 per cent and free depreciation for its exceedingly costly and valuable assets. For the next two years the rate of investment grant on ships would be 25 per cent.

'The Government have also extended the investment grant to cover the supply of containers at the rate of three sets per ship required by shipowners for through transport services because we recognize the importance of the container revolution and want to give a positive incentive to shipowners to take the plunge into container services. For ports, also, in which shipping lines are naturally very interested, the Government will pay grants for new investment under the Harbours Act and are pressing ahead with estuary grouping of Port Authorities and long-overdue plans for decasualizing dock labour. The Government have also announced their intention for the longer term. Proposals for the reorganization of the ports on the basis of publicly owned national and regional authorities are now being worked out. I can assure you that your Chamber will be fully consulted before the necessary legislation is introduced.

'Lord Pearson's Court of Inquiry into conditions of employment – perhaps the only other happy result of the strike – will, I expect, report early next year; and I hope its report will start a new chapter in industrial relations within the industry, which should in its turn contribute to efficiency and competitiveness.'

The Government was anxious to legislate to amend the relevant parts of the Merchant Shipping Acts as soon as Lord Pearson's recommendations had been received and considered. The Pearson report would be followed by the full-scale inquiry into the industry's organization.

'In all this I do not want to suggest for a moment that the Government's help and support can possibly be a substitute for the energy and vigour of the industry itself, which must, of course, be the main guarantee of its vitality and success in the future,' said the President. 'I would, therefore, like to thank the Chamber most emphatically for the work it has been doing to press on with the strengthening and modernization of the industry, and for the effective link it forms between the industry and my Department. In matters of shipping safety, for instance, the Chamber has worked closely with the Board of Trade in recent months.

President opens Clothing Export Trade Centre

MR. DOUGLAS JAY, President of the Board of Trade, opened the Clothing Export Trade Centre at 54 Grosvenor Street, London, W.1, on December 12.

In his opening speech the President said: 'I am sure you would all wish me on this occasion to mention the part played in the establishment of the Centre by Lord Rhodes, who knows most of what there is to be known about textiles and whom Board of Trade business in the House of Lords is keeping away from this gathering. I have seen for myself in the many successful British Weeks which I have visited throughout Europe the powerful selling appeal of the clothing which we have to offer. I had fresh evidence of this recently at the British Week in Lyons where there was no dispute that Britain – and perhaps I may, without being parochial, say London – has become the fashion centre of the world. I was very glad to learn that the clothing industry has already sent trade missions to the United States, because my own visits overseas have also convinced me that this is one of our most effective forms of export promotion.

'The record export figures which we have had in recent months show what British industry can achieve, and they also show how much there is to be done. What we want to ensure now is that the export effort of the great majority in your industry should come close to that of the best. In all this we in the Board of Trade stand ready to help by providing the very wide range of export services which we can now offer. I believe that this export centre can become a driving force in increasing yet further the export sales of the British clothing industry which, it may not be sufficiently realized, is itself the biggest in Europe.'

The nucleus of the Clothing Export Council was created in May 1965 when, following a series of informal exploratory meetings at ministerial and official level with each of the main trade associations and export groups in both the clothing and hosiery industries, Mr. Gerald Abrahams, then chairman of the British Menswear Guild (an export promotion group of leading exporters) and of the Clothing Manufacturers' Federation of Great Britain, announced the formation of a Clothing Export Liaison Committee consisting of representatives of the principal trade associations and export groups for men's and women's clothing with the main aim of providing a forum for discussing methods of exports of clothing and advising the Board of Trade on such matters. The formation of the Council proper was announced in October 1965.

The Council hopes to provide:

(a) Specific advice on selling opportunities overseas;
(b) Personal introductions to visiting foreign buyers;
(c) Advice and information on all the mechanics of export;
(d) Assistance in obtaining the necessary facilities for overseas sales visits, e.g. introductions to Government officials, agents, etc.

The Council will also take the necessary action to ensure that the clothing industry takes a planned and effective part in British Weeks, store promotion, trade fairs and exhibitions, etc.

The Council have sponsored two missions in its own right, both of fashion clothing to the United States, the second one having taken place this autumn. Though it is hoped that this type of promotion, where those participating are specially invited because of the known appeal of their goods in a particular market, will increase, it is also expected that existing groups operating in a specialized field, e.g. that British Menswear Guild, who specializes in store promotion, Associated Fashion Designers of London Ltd., who concentrate on young 'with it' clothes, and of the children's wear people, will undertake special missions under the auspices of the Council.

The British clothing industry is the largest in Europe and has a steadily increasing rate of exports (in 1965 woven clothing £24.4 million; knitwear £20.5 million).

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Lord Brown speaks on organization for marketing success

THE THEORY of company organization was dealt with by Lord Brown, Minister of State, Board of Trade, speaking at the conference of the Scientific Instrument Manufacturers' Association in London on December 7.

Lord Brown said that he was not going to talk about putting British industry to rights because he was tired of hearing it unfairly criticized. Nor was he going to advise the Association on how to sell scientific instruments overseas. 'By all accounts most of you make a pretty good job of it.,' said Lord Brown.

Lord Brown suggested that a definition of work itself was the exercise of judgment within the bounds set by policies towards tasks specified by one's manager. All human work was of that nature. A great deal of work involved some physical effort but in time the physical effort content receded and the use of judgment grew even more important. If we discovered a human being at work who was using absolutely no judgment at all then it was clear that his work could be very simply mechanized. 'If you accept this definition then we have a valuable instrument for specifying the work content of various roles in the organization.' We could state the policies which existed and which bound the use of discretion by the individual and we could go on to exemplify what it was we wished him to do by stating as many as possible of the types of decisions which he not only might make but was held responsible for making.

'Now what is the relevance of this to the overseas marketing of scientific instruments?', continued Lord Brown. 'May I go back to a few of the decisions required to enable this marketing activity to take place. Which person has the responsibility in the organization for deciding what price to quote, what delivery to quote, how much to spend on advertising, what markets are to be attacked, what resources are to be expended in each market, what routine is to be used when orders flow in to handle them quickly, what stocks of finished products are to be kept, what service arrangements are to be made for the convenience of customers who bought the product, etc. The authority to make these and thousands of other decisions has to be located in some role in the organization. If they are not specifically located and if some person is not held responsible for making those decisions then we get organizational fuzz. I talked about the need for more crispness in organization and I think you can now see what I am getting at.

'Is it not too generally true that if one tries to track down inadequacies and find out why they are not put to rights one often discovers that the responsibility and the authority required to deal with the trouble is so ill-defined that though many people would like to see some solutions introduced no individual can act and nothing gets done. Many in this room are engineers and if they are faced or have been faced in the past with the responsibility of repairing, re-designing or adapting some piece of machinery for a different purpose they will not start to do so until they have a pretty clear idea of the function of each part of that machine and its relationship to the other parts.'

The Minister of State said that industrial managers dealt with vast sociological mechanisms generally referred to as organization. Our perception of the work content of the various roles in objective terms and of the relationship of all these roles one to another was hazy. We did not think in terms of explicit analysis of the social institutions upon which we were so dependent for the co-ordination of work and as a result we managed to get into all sorts of trouble. The trouble was intensified however when we were trying to market overseas because everything that was made for export had to be done a little quicker to compensate for the extra time spent in communication. Thus it was that so often the inadequacies that were really due to lack of crispness in organization were blamed on other things.

'Industry is concerned with the design, the manufacture and the sale of products,' said Lord Brown. 'Inevitably therefore the work of the chief executive is concerned with the control and the co-ordination of these three functions and all the decisions required to see that they are carried out successfully. Optimum organization in principle involves the existence of three people of roughly equal calibre each immediately responsible to the chief executive and each of them carrying one of these three functions. The chief executive's task then becomes the making of those decisions which result in an optimum balance of resources being made available to those three subordinates and the co-ordination of their efforts towards the market in which the company is striving to sell. If any one of those functions languishes then the company is on this slippery slope.'

Lord Brown went on to speak of three handbooks to be published by the Board of Trade in a few months. 'One deals with Board of Trade services and it is confined to giving really hard information and is highly indexed,' he said. 'The second is of similar character and it deals with export credit insurance. The third is concerned with organization for export. It includes a reference to some of the subjects that I have touched upon this afternoon. I hope these will prove useful to industry, and in closing I would make the point that when they become available I hope that each company will see to it that a copy of these three information booklets will find their way onto the desk of every person in the organiation who can make use of them. I am concerned about the fact that Board of Trade publications in the past are often familiar to no more than one or two people in any given company. It is in my view essential that every single person dealing with export, and there may in some larger firms be 50 to a 100 of such people, should be fully acquainted with the contents of these three handbooks. When therefore they are published I hope that industry will not fail to ask for the full number they require and see to it that they are appropriately distributed.'

LORD BROWN SAYS 'BON VOYAGE'

To meet urgent delivery deadlines which clinch a £30,000 export order for precision measuring instruments from Czechoslovakia, the Rank Organisation's Taylor Hobson Division have sent their driver Mr. Ron Hill on a 3,000-mile delivery trip. When the Minister of State in charge of Exports, Lord Brown, heard of the move, he invited Mr. Hill to meet him at the Board of Trade headquarters in London, to wish him 'Bon Voyage'. Lord Brown said that this was just the sort of effort that made exporting successful. The firm calculates to save nearly three months over normal freight methods and plans to use the door-to-door service whenever an order depends on speedy delivery.

Lord Rhodes speaks on export opportunities for desalination plant

COPPER, AND its association with desalination equipment, for which there were great export opportunities, were dealt with by Lord Rhodes, Parliamentary Secretary, Board of Trade, speaking for Lord Brown, at the annual dinner of the Copper Development Association in London on December 7.

Lord Rhodes said that the subjects loomed large in the thinking not only of the Board of Trade but also of the Ministry of Technology.

'During the last few years there has been a growing awareness that the supply of fresh water is no longer adequate for the world's needs,' he said. 'The significance of the world's water problem has been recognized internationally. Desalting has been designated as of special importance for development by the United Nations, and the number of international meetings on the question is increasing. I am delighted that the Copper Development Association has called a conference to consider the rôle of copper in desalination equipment. It adds emphasis to the existence of the problem and to the opportunities which exist for British industry to help to meet it by the design and export of suitable equipment.'

British manufacturers of desalination plant were well poised to exploit this exporting opportunity. Britain had had a bigger trade in such equipment than any other country and had, in fact, built about half of the land-based desalting plants now in operation. Multi-stage flash distillation, the main process now used, was developed in this country. Because of our past experience and performance in this field it was natural for foreign countries to look to British consulting engineers and manufacturing firms for desalting equipment.

We had, however, no reason for complacency. Other countries were getting into the business, the United States in particular. 'I am sure we are all glad that the United Kingdom Atomic Energy Authority, in conjunction with industry, has completed their design studies for such schemes based on two British types of power reactor, the advance gas-cooled reactor and the steam generating heavy water reactor. However important as such projects are, they require very large capital investment, and it seems inevitable at the moment that the bulk of the market for some years to come will be for small units of up to 10 million gallons a day, coupled sometimes with requirements for up to perhaps 25 megawatts for electricity. In other words, the sort of installations which we have been building are big enough for most of our export customers. If we can go on improving their economics and can show drive and initiative in marketing them, then I believe that desalination equipment will steadily become an even more important item amongst our exports.'

Lord Rhodes said that the conference was concerned with the rôle of copper and its alloys in such equipment. About 40 per cent of the initial capital investment in desalination plant was for tubing, and it was therefore self-evident that our semi-fabricating industry was in a key position in so far as the cost of desalination plant was concerned.

'No one here tonight will be unaware of the fact that the efforts which copper fabricators are making to develop the market offered by desalination equipment has *not* been helped by the recent history of copper prices,' continued Lord Rhodes. 'Indeed, it is surprising that our industry has done so well, not only in view of copper prices generally, but in the face of competition from American manufacturers who have the benefit of access to copper at prices substantially below those prevailing in the rest of the world. I am not trying to sound a pessimistic note, but I think I should be failing in my duty if, in the presence of so many distinguished representatives of copper fabricating companies, I failed to display a concern. The importance to the future development of that industry of secure supplies of copper at steady prices below those which prevail at the present time is fully realized. If I say no more on the matter, wisely perhaps, at least you will know that we are well aware of the problem.'

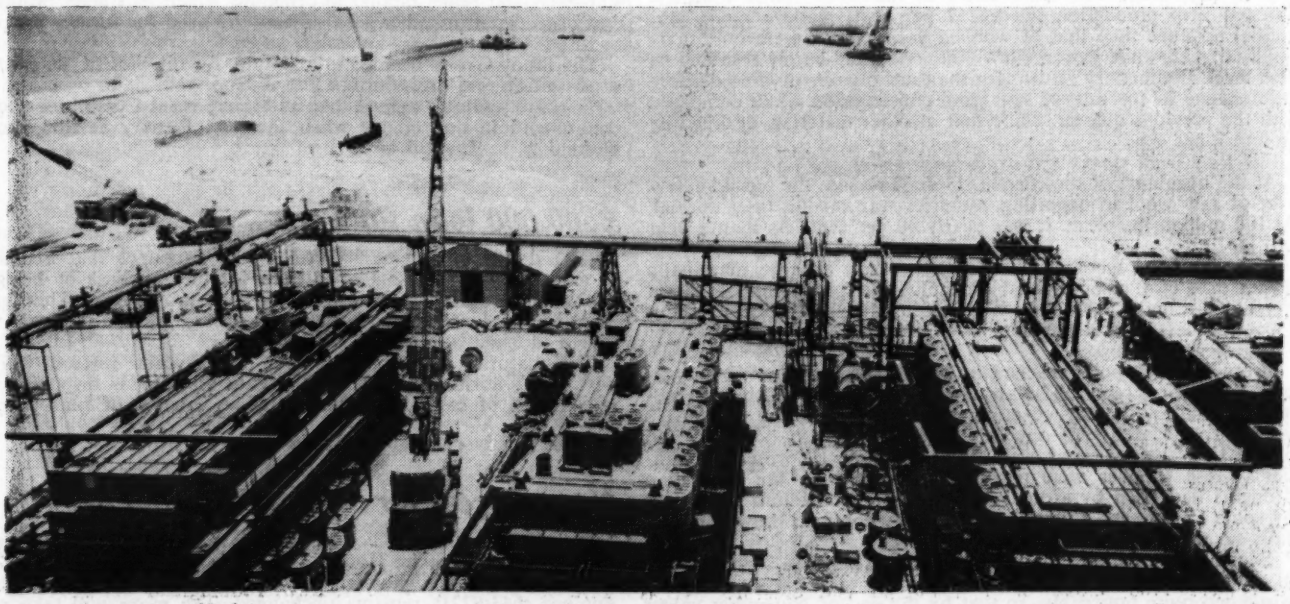
Lord Rhodes then added some comments about his personal experiences in the field of promoting desalination equipment exports during his overseas trips. He mentioned:

(1) The hard sell efforts of the United States – by offering free feasibility studies in Mexico and Saudi Arabia.

(2) Demand for desalination plant existed in Mexico, Kuwait, Libya, Israel, Sudan, Saudi Arabia, Malta, Virgin Islands, Greece and Hong Kong. The British industry must make sure it gained some of these contracts.

(3) The next time such a conference was held it might be made an international symposium in order that the world could see what we were doing in this field.

BRITISH-BUILT DESALINATION PLANT



A British-built water desalination plant at Shuaiba for the Government of Kuwait. It consists of three 1 million gallons per day plants.

International wool study group ninth session

FROM DECEMBER 5 to December 8 representatives from Afghanistan, Argentina, Australia, Austria, Belgium, Canada, Chile, Colombia, Denmark, the Federal Republic of Germany, Finland, France, Greece, India, Ireland, Israel, Italy, Japan, Libya, Mexico, Netherlands, New Zealand, Pakistan, South Africa, Spain, Sweden, Tunisia, Turkey, the United Kingdom and the United States of America, together with observers from the Commonwealth Economic Committee, the Commission of the European Economic Community, the Food and Agriculture Organization of the United Nations, the General Agreement on Tariffs and Trade, the International Bank for Reconstruction and Development, the International Rayon and Synthetic Fibres Committee, the International Wool Secretariat, the International Wool Textile Organization, and the Organization for Economic Co-operation and Development, have taken part in the Ninth Session of the International Wool Study Group at Church House, Westminster.

World wool situation

The Study Group reviewed the world wool situation since the Eighth Session of the Group in 1964, and summarized the major changes as follows:

(i) *Raw wool production*

A temporary levelling-off of world wool production has occurred over the past two seasons. The main reason for this has been the disastrous Australian drought of 1965 and 1966, which has resulted in an 8 per cent reduction in the wool clip in that country. By contrast, New Zealand production showed a further marked increase of 11½ per cent last season and prospects for the current clip are extremely good. In South Africa, despite widespread drought, last season's output was a record, though some reduction is expected in the present season.

(ii) *Wool consumption and activity in the wool textile industry*

Overall activity in the wool textile industries of the world reached a peak in the first quarter of 1964, after which a quite sharp cyclical recession occurred which lasted for rather more than 12 months. From mid-1965 onwards activity began to recover and the rising trend persisted up to the beginning of the third quarter of 1966 after which this upward movement appears to have been checked, at least temporarily. During the first half of 1966 figures for the larger manufacturing countries showed a rate of raw wool consumption about 4 per cent higher than in 1963 (itself a relatively good year) and an increase of at least 13 per cent in the consumption of man-made and other fibres in the wool textile industry. Worsted yarn production (up by 12 per cent) made a more substantial advance than that of woollen yarns, which were only marginally higher, while woven cloth production had barely regained its 1963 level. Preliminary returns for the third quarter of 1966 disclose little change in the rate of raw wool consumption when compared with the previous quarter, while that of other materials declined by around 2 per cent.

(iii) *Raw wool stocks and available supplies*

At the beginning of the current, 1966-67 season, the unsold carry-over of raw wool in exporting countries was smaller than normal. At 100 million lb., clean, it was nearly 40 per cent less than a year earlier.

Although total wool production this season may be marginally higher than in 1965-66, available supplies (i.e. production + carry-over) at just under 3,400 million lb., clean, are estimated to be about 1 per cent less than last season.

(iv) *Raw wool prices*

From the high point reached in March 1964, merino and crossbred wool prices each fell by around 30 per cent during the succeeding 12 months, thereby offsetting all the gains of the previous 2 years. From March 1965 onwards a gradual recovery occurred, and by the time the next peak was reached in June 1966 merino qualities (whose supplies were particularly affected by the Australian drought) had risen by around 20 per cent and medium crossbreds by some 15 per cent. Coarse crossbreds, by contrast, showed practically no net improvements.

Shortly after the opening of the current Australian selling season in August 1966, prices of both merino and crossbred wools weakened quite noticeably, so that by the end of November values were around 10 per cent lower than their June peak. At this time merino prices were still somewhat above their levels of a year earlier, but crossbred wools were noticeably lower.

(v) *International trade*

The levelling off in wool production is reflected in the raw wool export figures, which in 1964 and 1965 were somewhat below their 1963 level. World exports of wool tops fell quite sharply, particularly in 1965, reflecting in part the growth of domestic production facilities in a number of Asian countries. Yarn and fabric exports were better maintained. Percentage indices covering world exports were as follows (1963=100):

	1962	1963	1964	1965
Raw wool	100	100	94	100
Wool tops	89	100	96	80
Woollen and Worsted Yarns	92	100	97	95
Woven Wool Cloth	101	100	98	100

In the above calculation the EEC has been treated as a single unit, with intra-Community trade excluded. It was noted, however, that a considerable growth had occurred in intra-Community trade in tops, yarns and cloth between 1963 and 1965.

Study on the world position of wool and competing man-made fibres

The Study Group decided to defer its proposed commissioning of a study of wool and competing man-made fibres until it could be seen how far the study which is being carried out at the Textile Research Institute in co-operation with Princeton University on behalf of the International Wool Secretariat would meet the requirements of the Study Group. In the meantime, the Study Group accepted the offer of the International Wool Secretariat to make available the results of its study to the Group. For its part, the Group had offered the International Wool Secretariat the fullest co-operation in obtaining from member-governments of the Group any available information on wool which might be required. The Study Group instructed its Management Committee, which meets regularly in London, to follow closely the progress of the IWS study and if at any time it considers that the Study Group should embark on a separate study, it should submit specific proposals to member-Governments.

General matters

Statements on the development of production, consumption and trade in wool and wool products were submitted by 26 member countries and discussed and analyzed by the Group. A number of countries also presented for study documents on the use of man-made fibres in their wool textile industries.

The Study Group considered papers delivered on behalf of the IWS and IWTO and expressed its appreciation of the participation of these and other international bodies in its discussions.

The Group noted with great interest the considerable progress that had been made since its last session in the promotion campaign for wool; and in research into the problems of competition and technology. The Group recognized the improvement in the statistical and other factual information which had been produced and urged upon member-governments the need for further progress in this field.

The Study Group decided to maintain, for the present, its existing organization and procedures.

The Study Group agreed that its Management Committee should recommend in due course when the next Plenary Session should be held.

£500,000 loan for Peru

THE MINISTRY of Overseas Development announce that Britain is to make a loan of £500,000 to Peru for the purchase of bridging equipment required for the national road programme. The agreement for the loan – which is tied to British goods and services – was signed in Lima on December 3.

The maturity period of the loan is 18 years. Interest will be payable at normal rates from the date the loan is disbursed and repayments of capital will start after an interval of four years.

New address for Midland Region of BoT

THE MIDLAND REGION office of the Board of Trade will change its address from Somerset House, 37 Temple Street, Birmingham 2, to Five Ways House, Islington Row, Birmingham 15. The telephone number (643-8221) remains unchanged. The move will take place on January 9, 1967.

BICC and Pyrotenax merger

THE BOARD OF TRADE announce that they are referring the proposed acquisition by British Insulated Callender's Cables Ltd. of Pyrotenax Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act, 1965. The Board of Trade do not propose to make use of their powers to hold up the merger, or to impose conditions upon its completion during the period of the Commission's investigation. The Commission are being required to make their report within six months.

The Board emphasize that the decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not a merger is contrary to the public interest. It is for the Commission to report on this, after investigation.

The text of the Reference made by the Board of Trade to the Monopolies Commission on December 7, 1966 was as follows:

Reference to the Monopolies Commission under Section 6 of the Monopolies and Mergers Act, 1965

WHEREAS it appears to the Board of Trade that arrangements are in progress or contemplation for the merger of British Insulated Callender's Cables Limited and Pyrotenax Limited being arrangements which, if carried into effect, will result in section 6(1) (a) and (b) of the Monopolies and Mergers Act 1965 being satisfied in that –

(i) an enterprise carried on by or under the control of Pyrotenax Limited will cease to be distinct from an enterprise carried on by or under the control of British Insulated Callender's Cables Limited;

(ii) the conditions described in section 6(1) (b) (i) of the Act (monpoloy conditions) will prevail or prevail to a greater extent as respects the supply in the United Kingdom of mineral insulated electric cables:

NOW, therefore, the Board of Trade in pursuance of the powers conferred upon them by section 6(7) of the said Act hereby refer this matter to the Monopolies Commission for investigation and report.

The Commission when investigating and reporting upon the facts shall not consider whether the provisions of section 6(1) (b) (ii) of the Act are satisfied.

The Commission shall report upon this matter within six months from the date of this reference.

Dated December 7, 1966.

The Commission are now inviting evidence concerning this proposed merger. Any person or organization wishing to give such evidence should write to: The Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes:

The Monopolies and Mergers Act, 1965, came into force in August 1965. It empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Board of Trade.

Section 6 of the Monopolies and Mergers Act permits the Board of Trade to refer a merger to the Monopolies Commission in either of two cases:

(a) where the merger would lead to or intensify a 'monopoly'; *or*

(b) where the value of the assets taken over would exceed £5 million.

The Commission are required to investigate the merger, and to report to the Board of Trade on whether the merger operates or may be expected to operate against the public interest.

The BICC-Pyrotenax merger has been referred under the monopoly test of the Act as it appears to the Board of Trade that it would intensify the monopoly situation in the supply of mineral insulated electric cable.

This is the fifth reference by the Board of Trade under Section 6 of the Act.

The others have been:

(a) Merger of the British Motor Corporation and Pressed Steel. Report published January 25, 1966;

(b) Proposed acquisition of Associated Fisheries by the Ross Group. Report published May 24, 1966;

(c) Proposed acquisition of the Amalgamated Dental Co. Ltd. by either the Dental Manufacturing Co. Ltd. or The Dentists' Supply Co. of New York. Report published August 11, 1966;

(d) Proposed acquisition of Birfield Ltd. by Guest, Keen and Nettlefolds Ltd. This was referred to the Commission on July 12, 1966, for a report within six months.

Reference to Monopolies Commission: clutch mechanisms for motor vehicles

ANSWERING a Parliamentary Question on October 19, Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the supply of clutch mechanisms for motor vehicles.

The reference was made on December 12 and is reproduced below.

Any person or organization wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

The Monopolies and Mergers Acts, 1948 and 1965. Reference to the Monopolies Commission. Clutch mechanisms for road vehicles.

WHEREAS it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended, applies prevail as respects the supply of clutch mechanisms for road vehicles and of parts of such mechanisms:

NOW, therefore, the Board of Trade in pursuance of section 2 (1) of the said Act, hereby refer the supply of such mechanisms and parts to the Monopolies Commission for investigation and report.

The Commission shall as respects such supply investigate and report:

(i) whether the conditions to which the said Act, as amended, applies in fact prevail and if so, in what manner and to what extent;

(ii) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions;

(iii) whether the said conditions, or all or any of the things done as aforesaid, operate or may be expected to operate against the public interest.

In this reference:
'road vehicles' means vehicles primarily intended for use on the highway and does not include tracked vehicles or vehicles designed to run on rails; and 'clutch mechanisms' include friction clutch mechanisms and mechanisms intended for use in connection with self-changing gear systems but does not include operating pedals, levers and linkages.

Dated December 12, 1966.

An Under Secretary of the Board of Trade.

Notes:

The Board of Trade are empowered to make references to the Monopolies Commission in any case where it appears to them that monopoly conditions prevail. The more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm or two or more firms forming part of a group;

(ii) where several firms, who together supply one-third or more of the goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (provided that this is not merely because of a registrable agreement between them, which would bring the matter within the scope of the Restrictive Trade Practices Act, 1956).

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not aspects of the monopoly conditions or practices operate against the public interest. It is for the Monopolies Commission to consider where the public interest lies, in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them:

(a) flat glass; (b) rayon and other cellulosic fibres; (c) electric lamps; (d) infant milk foods; (e) International Motor Insurance Cards; (f) beer; (g) estate agents' services.

United Kingdom to ratify Hague Protocol on air carriers' liability

THE International Civil Aviation Organization has appointed a panel of experts, on which the United Kingdom is represented, to consider possible changes in the provisions of the Warsaw Convention of 1929 as amended by the Hague Protocol of 1955, particularly those provisions which limit the carrier's liability for proved damage suffered by passengers. The present limits set by the unamended Warsaw Convention and the Hague Protocol are about £3,000 and £6,000 respectively.

Pending the outcome of these discussions, HMG proposes to proceed to ratification of the Hague Protocol, and it is hoped that the necessary arrangements will be completed in time for the Convention, as amended by the Protocol, to come into effect in the United Kingdom on June 1, 1967. At the same time, under the provisions of the Carriage by Air Act, 1961, the Carriage by Air Act, 1932, which gave effect to the unamended Warsaw Convention, will be repealed.

The Carriage by Air (Non-international Carriage) (United Kingdom) Order, 1952, made under the Act of 1932, which applied the Warsaw rules with certain exceptions, adaptations and modifications to carriage not governed by the Convention, will also be revoked. (The Hague/Warsaw rules apply only to international carriage, which for this purpose is defined as follows:

> 'any carriage in which, according to the agreement between the parties, the place of departure and the place of destination, whether or not there be a break in the carriage or a transhipment, are situated either within the territories of two High Contracting Parties or within the territory of a single High Contracting Party if there is an agreed stopping place within the territory of another State, even if that State is not a High Contracting Party. Carriage between two points within the territory of a single High Contracting Party without an agreed stopping place within the territory of another State is not international carriage for the purposes of this Convention.')

Subject to the approval of Parliament it is proposed that this Order should be replaced by the Carriage by Air Acts (Application of Provisions) Order, 1967, which was laid before Parliament in draft today and which requires an affirmative resolution of both Houses. The draft Order, which is proposed to be made under Section 10 of the Act of 1961 and to come into effect on June 1, 1967:

(i) applies to domestic and other carriage which is not governed by either the unamended or amended Warsaw Convention the principles of the amended Convention (including the Guadalajara Convention of 1961, which clears up an ambiguity in the Warsaw text as to whether 'carrier' means the contracting carrier or the actual carrier) with certain modifications, exceptions and adaptations. Among these are the omission of the requirements as to documentation and of the restriction of the courts in which actions may be brought, and the raising of the carrier's limit of liability to some £21,000 per passenger;

(ii) applies the principles of the amended Convention to the carriage of air mail, with similar modifications, exceptions and adaptations;

(iii) as a transitional provision applies those principles to the diminishing amount of carriage which will continue to be governed by the unamended Convention, with exceptions, adaptations and modifications which conform to that Convention, to which the United Kingdom remains a party;

(iv) applies the Warsaw-Hague system to gratuitous carriage by the Crown, carriage by the Crown for reward already being governed by that system;

(v) gives the Board of Trade power to exempt any class of carriage from the requirements imposed by the Order.

If the Hague Protocol and the draft Order come into effect on June 1, 1967, there will then be three classes of carriage governed by their provisions:

(i) carriage governed by the Warsaw Convention as amended by the Hague Protocol where the £6,000 limit of liability will apply, e.g. carriage between London-Paris, since both the United Kingdom and France will then be parties to the Protocol;

(ii) the residual and diminishing amount of carriage still governed by the unamended Warsaw Convention where the £3,000 limit will apply, e.g. London-Delhi, until such time as India also ratifies the Protocol (but the return journey London-Delhi-London will be governed by the Protocol);

(iii) carriage governed by neither the amended nor the unamended Convention where the £21,000 limit will apply, e.g. London-Glasgow, London-Gibraltar non-stop, and London-Istanbul since Turkey is not yet a party to either the Protocol or the unamended Warsaw Convention.

In addition to these arrangements the voluntary agreement which took effect from May 16, 1966, whereby a number of airlines agreed to adopt a limit of liability of about £21,000 on all journeys which included a point in the United States as a point of origin, a point of destination or an agreed stopping place, will continue.

Copies of the Draft Order are available from HMSO, 49 High Holborn, London, W.C.1.

Industrial Consultative Committee on the approach to Europe

THE DEPARTMENT of Economic Affairs announce that the first meeting of the Industrial Consultative Committee on the Approach to Europe took place on December 9.

In his speech at the Lord Mayor's banquet on November 14, the Prime Minister said: 'In all the moves and movements of the next few months we shall need the closest co-operation and consultation with industry. The First Secretary of State and Secretary of State for Economic Affairs is immediately approaching representative bodies in industry for the purpose of setting up a Consultative Committee for industry under his chairmanship.'

The Committee has now been constituted as the Industrial Consultative Committee on the Approach to Europe, with the following membership:

First Secretary of State	(Chairman)
Chancellor of the Duchy of Lancaster	
Mr. A. G. Norman, C.B.E., D.F.C.	Chairman, De La Rue Co. Ltd.
Mr. H. R. Mathys, T.D.	Deputy Chairman, Courtaulds Ltd.
Mr. M. F. Dowding	Chairman, Davy-Ashmore International Ltd.
Mr. J. R. M. Whitehorn	Deputy Director-General and Overseas Director, Confederation of British Industry.
Mr. G. T. Williams	President, National Farmers' Union.
Mr. G. Woodcock, C.B.E.	General Secretary, Trades Union Congress.
Sir H. Douglass	General Secretary, Iron and Steel Trades Confederation.
Lord Collison, C.B.E.	General Secretary, National Union of Agricultural Workers.
Mr. F. Hayday	National Industrial Officer, National Union of General and Municipal Workers.
The Rt. Hon. F. Cousins	General Secretary, Transport and General Workers Union.
Mr. R. L. Willis, C.B.E., M.C.	Vice-Chairman, George Willis and Sons Holdings Ltd.
Mr. R. E. Brook, C.M.G., O.B.E.	Chairman, Gordon Woodroffe and Company Ltd., and Chairman of the London Chamber of Commerce.
The Rt. Hon. Lord Robens	Chairman, National Coal Board.
The Rt. Hon. Lord Melchett	Chairman, Organizing Committee for the National Steel Corporation.
Mr. D. Stirling	Chairman, Westminster Bank Ltd., Chairman of the Committee of London Clearing Bankers and of the British Bankers Association.
Mr. G. Richardson, M.B.E.	Chairman, J. Henry Schroder Wagg & Co. Ltd.
Mr. F. E. P. Sandilands	General Manager, Commercial Union Assurance Co. Ltd., Chairman of the British Insurance Association.
Mr. J. M. Wood	Secretary of the Parliamentary Committee of the Co-operative Union.
Mr. H. F. R. Catherwood	Director-General, National Economic Development Office.
Mr. M. B. Casey	DEA (Secretary).

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the* Board of Trade Journal *of October 7.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the ground that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 30, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.03	Sodium 3-chlorobut-2-ene-1-sulphonate.	As in previous column	December 31, 1967	6926
29.10	1, 1-Diethoxyethane	As in previous column	December 31, 1967	6935
29.14	2, 4-Dichlorobenzoic acid.	As in previous column	December 31, 1967	6937
29.35	1-(2, 3-Dichloroallyl) pyridinium chloride	1, 2 Dichloropropene pyridinium	December 31, 1967	6927
29.35	*OO*-Diethyl *O*-2-pyrazinyl phosphorothioate.	As in previous column.	December 31, 1967	6936

Drawback of duty on imported glass fibre fishing rod blanks used for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported goods

Glass fibre fishing rod blanks under Tariff heading 97.07(c).

Exported goods

Fishing rods.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than January 6, 1967.

Marine inquiry—m.f.v. Eventide

THE FORMAL INVESTIGATION into the circumstances attending the foundering of the m.f.v. *Eventide* of Blyth (O.N. BH 89) about two miles N.E. of Newbiggin Point off the coast of Northumberland on August 4 or 5, 1966, will open at 10.30 a.m. on Tuesday, February 7, 1967, in the County Court, Newcastle-upon-Tyne.

The Wreck Commissioner will be Mr. Rowland Adams, Q.C.

Revision of purchase tax notice

NOTICE NO. 78, issued by the Commissioners of Customs and Excise to provide information about goods chargeable with purchase tax, has been revised and brought up to date. The new addition reproduces the Tax Schedule as enacted by the Purchase Tax Act, 1963, and incorporates all subsequent amendments.

Copies of the new edition, which supersedes that dated November 1964, are being supplied to all traders registered for purchase tax purposes and to trade associations and the trade press.

Prices of standard newsprint

THE GOVERNMENT on December 8 referred for examination to the National Board for Prices and Incomes proposals to increase prices notified to them by four manufacturers of standard newsprint. The following is the text of the reference:

'The four manufacturers of standard newsprint have each notified the Board of Trade of proposals to increase their prices from January 1, 1967. Having regard to the need to maintain severe restraint on prices during the first half of 1967, the First Secretary of State and the President of the Board of Trade consider it desirable that the case for making price increases for newsprint during this period should be examined by the National Board for Prices and Incomes.

Accordingly, in pursuance of their powers under Section 2(1) of the Prices and Incomes Act, 1966, the First Secretary of State and the President of the Board of Trade hereby refer to the National Board for Prices and Incomes for examination the question of the increases in prices of standard newsprint proposed by the manufacturers and, in particular, the question whether these increases should take place during the period of severe restraint.'

Prices of compound fertilizers

THE GOVERNMENT on December 8 referred for examination to the National Board for Prices and Incomes proposals to increase prices of compound fertilizers notified to them by certain manufacturers. The following is the text of the reference:

'Certain major manufacturers of compound fertilizers have notified the Board of Trade of proposals to increase their prices from January 1, 1967. Having regard to the need to maintain severe restraint on prices during the first half of 1967, the First Secretary of State and the President of the Board of Trade consider it desirable that the case for making prices increases for compound fertilizers during this period should be examined by the National Board for Prices and Incomes.

Accordingly, in pursuance of their powers under Section 2(1) of the Prices and Incomes Act, 1966, the First Secretary of State and the President of the Board of Trade hereby refer to the National Board for Prices and Incomes for examination the question of the increases in the prices of compound fertilizers proposed by the manufacturers and, in particular, the question whether these increases should take place during the period of severe restraint.'

Higher Northern Ireland industrial grants

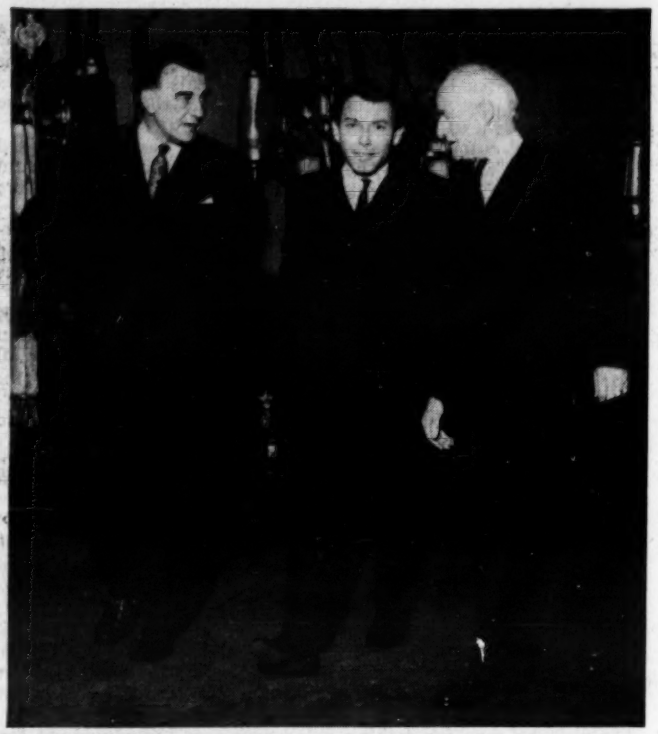
THE NORTHERN IRELAND Ministry of Commerce have announced that Northern Ireland's grants to assist capital investment in manufacturing industry will continue to be on a more generous scale than those available in development areas in Great Britain, even after the introduction of the recently announced temporary increase of 5 per cent in Great Britain.

The temporary increase in grants is being introduced both in Great Britain and Northern Ireland, and will be confined to expenditure incurred on new plant and machinery and construction of buildings between January 1, 1967, and December 31, 1968.

In development areas in Great Britain grants of 45 per cent will be available for plant and machinery. Grants at the same rate will be provided in Northern Ireland, but 50 per cent will be available for projects offering attractive employment. In Great Britain grants for new buildings will be 25 per cent (with a possible bonus of 10 per cent in special cases). In Northern Ireland, however, the basic rate for new buildings will be raised to 45 per cent, and to 50 per cent in some cases.

ABCC Merchanting Trends Inquiry

THE Association of British Chambers of Commerce has published its 15th Merchanting Trends Inquiry into the experience and expectations of United Kingdom merchants engaged in foreign trade. The report is based on the replies of 269 merchants whose estimated turnover is about £433 million per annum. The 233 exporters account for an estimated £293 million (just over 6 per cent of United Kingdom exports in 1965) and the 128 importers for an estimated £140 million (about 2½ per cent of United Kingdom imports in 1965).



Touring Bradite Limited's paint factory at Bethesda in North Wales are (left to right) Mr. A. G. Thompson, deputy controller of the Board of Trade Office for Wales; Mr. E. Hudson Davies, MP for Conway; and Colonel R. M. Barlow, chairman of Bradite Limited. The company, which is well sited for supplying the growing number of industries in North Wales in addition to the motor industry in the Midlands, has just celebrated its 25th anniversary at Bethesda.

Miami-Nassau ocean power boat race—radiotelephone warning

OWNERS OF vessels entering for the forthcoming Miami-Nassau Ocean Power Boat Race are being warned by the Post Office that they may be risking disqualification in Miami by failing to comply with the Rules of Entry and licensing requirements concerning ships' radiotelephones. Some competitors are fitting out in preparation for a New Year Atlantic crossing (the race itself takes place in the summer) unaware that the specific radiotelephone equipment required by the Rules has to be specially licensed in this country.

Safety requirements under the Rules call for a properly installed radio transmitter-receiver, with a minimum of 25 watts output, on 2182, 2738 or 2670 kilocycles, and one Miami telephone frequency; but competitors whose vessels already have otherwise suitable radiotelephones may not know that, apart from 2182 kc/s, their existing licences do not cover installations working on these frequencies.

To establish a ship radiotelephone station of the type required, the owner or operator must hold the Post Office Restricted Radiotelephone Certificate or a higher qualification. It is important that the licensing and operators' certificate requirements are met before leaving the United Kingdom to ensure compliance with the Rules of Entry.

Intending competitors are therefore advised to apply for details of how to obtain the Restricted Radiotelephone Certificate and for permission to install on the necessary frequencies. This information can be obtained from: The Inspector of Wireless Telegraphy, Radio Services Department, GPO, Union House, St. Martin's-le-Grand, London, E.C.1.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	November 15, 1966	
900,960	Houilleres du Bassin du Nord et du Pas-de-Calais.	Production of light structural members.
928,735	Mefina S.A.	Mechanical time fuses, particularly for a submarine explosive charge.
928,854	Mefina S.A.	Projectile fuse for a gun with a rifled bore.
1,030,498	M.L. Engineering (Plymouth) Limited	Compressors.
	November 16, 1966	
945,932	Riv-SKF Officine di Villar Perosa S.p.A.	Manufacturing roll cages for needle bearings.
1,027,741	Gevaert Photo-Producten N.V.	Silver complex diffusion transfer process.
	November 17, 1966	
718,863	Avco Manufacturing Corporation	Extracting the liquid from fabric materials.
836,300	Dinkel, Anton	Apparatus for steering groups of vehicles comprising a towing machine and a trailer, when travelling in reverse.
925,713	Magyar Optikai Muvek	Photogrammetric evaluation instruments.
933,121	Compagnie Generale des Gas Liquefies.	Portable stoves and the like appliances.
941,008	Riv-SKF Officine di Villar Perosa S.p.A.	Resilient joints, more particularly for motor vehicle suspensions.
955,788	Canada Packers Limited	Production of edible fats.
966,427	Riv-SKF Officine di Villar Perosa S.p.A.	Resilient joint and support device comprising a resilient sleeve interposed between two rigid concentric members.
985,541	Anciens Etablissements A. Savy Jeanjean & Cie.	Transfer device for chocolate articles and other articles and machine comprising said device.
1,025,422	Gevaert Photo-Producten N.V.	Copolyesters and the preparation thereof.
1,031,481	Gevaert Photo-Producten N.V.	Polyesters and the preparation thereof.
1,032,322	Oesterheld, Karl Adolf	Device for opening up bunched asbestos fibres.
	November 18, 1966	
931,668	Renker-Belipa, G.m.b.H.	Diazotype reproduction material.
	November 22, 1966	
790,811	Agfa Aktiengesellschaft	Production of laterally non-reversed positive copies by heat development.
821,507	Agfa Aktiengesellschaft	Production of photomechanical printing formes.
864,154	Agfa Aktiengesellschaft	Production of direct positives by the silver salt diffusion process.
933,380	Philco Corporation	Electrical apparatus.
940,503	Philco Corporation	Transistor mixer circuits.
945,546	Philco Corporation	Radio transmission systems for stereophonic signals.
947,306	Philco Corporation	Signal modulating apparatus.
975,214	Philco Corporation	Speed-change mechanisms.
1,002,885	Agfa Aktiengesellschaft	Heat sensitive copying layers.
	November 25, 1966	
965,661	Rota Patent A.G.	Apparatus for the manufacture of glass containers, such as ampoules, injection bottles and the like.
1,020,054	Gevaert Photo-Producten N.V.	Photographic film.
1,031,297	Gevaert Photo-Producten N.V.	Manufacture of a lithographic printing plate.
	November 28, 1966	
971,420	Solvay & Cie.	Recovery of solid polyolefins from their solutions.
977,864	Solvay & Cie.	Polymerization of olefines.
1,016,357	Rota Patent A.G.	Automatic manufacture of tubes of heat-softenable material.
1,028,032	Cox, Shaun Maturin	Electrical resistors.
1,028,033	Cox, Shaun Maturin	Electrical conductive film.
	December 1, 1966	
902,344	New Design and Development Corporation.	Power driven stair climbing attachments for trucks.
913,591	Gevaert Photo-Producten N.V.	Lithographic printing plates.
933,990	Brown, Boveri & Company Limited	Synchronous capacitor for providing reactive power, particularly when load surges occur.
935,408	Brown, Boveri & Company Limited	Shaft seal for gas-filled electric machines.
936,095	Scovill Manufacturing Company	Snap fasteners.
971,924	Bonella, Andrew Gray	Potato harvester.
980,765	Muanyagipari Kutato Intezet	Equipment for producing triethyl aluminium.
998,447	Gevaert Photo-Producten N.V.	Manufacture of printing plates.
1,006,448	Regie Nationale des Usines Renault	Weather proofing devices for vehicle bodies.
1,008,143	Regie Nationale des Usines Renault	Coupling devices for use between a shaft and a concentric member.
1,029,731	Gevaert Photo-Producten N.V.	Preparation of fluorescent protein derivatives.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents, may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Road warming cables manufactured by British Insulated Callender's Cables Ltd. and supplied through their agents, A. de Hoop of Rotterdam, being installed, attached to wire mesh for earthing, in the sloped approaches and exits of the new Coen road tunnel, Amsterdam, the total loading being 960 kW. The electrical contractors were Gebr. Van Swaay of The Hague.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (*7s.*), No. 10 Woman, Wife and Worker **2s.** (*2s. 3d.*), No. 11 Money for Effort **1s. 9d.** (*2s.*), No. 12 Human Sciences Aid to Industry **2s.** (*2s. 3d.*), No. 13 The Supervisor and His Job **3s.** (*3s. 5d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (*3s. 5d.*), No. 15 Training the Adult Worker **3s. 6d.** (*3s. 11d.*), No. 16 How Research Can Help Training **1s. 6d.** (*1s. 9d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (*2s. 6d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post order to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 22,284 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ: London CITy 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM MIDland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW CITy 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) TATe Gallery 4355 Telex 25991
LONDON (Eastern Counties) TATe Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER DEAnsgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, DECEMBER 6

Cadco Ltd.

Asked when he had received the report from his inspectors on Cadco Limited, and if he would make a statement, Mr. Douglas Jay, President of the Board of Trade, said: 'The report of the inspectors who investigated the affairs of Cadco Developments Limited, Royal Victoria Sausages Limited and Victoria Wholesale Meats Limited, was received on August 18, 1965. I referred it to the Lord Advocate and the Director of Public Prosecutions on August 23, 1965. The Board of Trade gave no assistance under the Local Employment Acts to this project. The Board of Trade Advisory Committee made a thorough investigation into the company's application for a building grant and advised against it; the Board accordingly refused a grant.'

Grants from public funds

A member asked how many firms in receipt of grants from public funds during the past 10 years had closed down; and what was the amount of public funds lost as a result of such closures. The President answered that 40 firms which received grants from the Board in the last 10 years were known to have closed down the undertakings to which these grants were related. The grants totalled approximately £100,000. The Board were able to claim repayment of about £80,000 and had so far recovered nearly £69,000.

WEDNESDAY, DECEMBER 7

Standards for tourist accommodation

Asked whether he would introduce legislation laying down minimum standards for guest houses, boarding houses and hotels in Great Britain arising from the recent recommendations of the British Travel Association. Mr. Roy Mason, Minister of State, Board of Trade, said: 'No, but I hope that these recommendations will be widely adopted on a voluntary basis.'

Board of Trade Advisory Committee

Asked on how many occasions the Board of Trade Advisory Committee met in 1965, the President answered that it had met 12 times during 1965 in full committee. In addition, applications for building grants were considered by sub-committees throughout the year.

Several further questions were asked about the work of the Board of Trade Advisory Committee. Answering them the President said that it had met for a total of approximately 100 hours in full committee during 1965; that applications were considered in respect of 1,165 projects; that on the recommendation of the Board of Trade Advisory Committee the Board of Trade refused applications in respect of 90 projects; that applications in respect of 914 projects referred to the Advisory Committee were awaiting their consideration; and that the Committee did not give reasons for its decisions for refusing applications; but the Secretariat gave every assistance to applicants on matters on which the Committee needed to be satisfied before recommending assistance. Answering a question as to the annual cost of the Committee in each of the last five years, the President said that allowances paid to members in each of the last five years were: 1961/62: £2,447; 1962/63: £1,944; 1963/64: £3,004; 1964/65: £2,688; 1965/66: £2,772.

Asked how many staff there were in the Board of Trade; and in what ways the qualifications of the members of the Board of Trade Advisory Committee differed from those available within his department's staff, the President replied: '17,683 at October 1, 1966, in the Board of Trade and Export Credit Guarantee Department. As I informed my Hon. Friend on July 13 last, the members of the Committee, who are appointed by the Board under Section 3 of the Local Employment Act, 1960, are persons with a wide range of practical business, industrial and trade union experience, and are able to give independent advice on the matters referred to them under the Local Employment Acts.'

Asked how many of the applications refused by the Board of Trade Advisory Committee in the last five years related to factories for Wales, and how many jobs the applicants estimated would be provided in these factories, the President said that on the recommendation of the Advisory Committee the Board of Trade rejected applications for financial assistance in respect of 39 projects in Wales in the five years ended November 30, 1966. The applicants estimated that these projects would provide some 1,700 jobs.

Asked what sums had been disbursed in Great Britain as a whole on the advice of the Board of Trade Advisory Committee during the last three financial years and in the financial year to date in the form of building grants and loans; how many applications were involved; what were the figures for Scottish projects during the same periods; and how many of these applications for Scottish projects, involving what sums, were for new projects not at the time of application already in production or established as an operating unit or not from a firm already actively engaged in similar projects in other areas, the President said: Formal offers of such assistance made by my Department under the Local Employment Acts on the advice of the Board of Trade Advisory Committee were as follows:

	Loans		Building Grants	
	Value £ m.	No. of applications	Value (£ m.)	No. of applications
1963-64:				
Great Britain .	19	109	3	152
Scotland . .	10	60	1	67
1964-65:				
Great Britain .	10	123	10	639
Scotland . .	4	62	3	281
1965-66:				
Great Britain .	10	129	14	946
Scotland . .	5	60	6	420
April 1-Oct. 31, 1966:				
Great Britain .	9	71	12	686
Scotland . .	4	24	5	346

NOTE: For a number of projects applications were made for both loans and building grants.

'To obtain the rest of the information requested would involve a disproportionate amount of time and money.'

Greek Minister's visit

What was the purpose of the recent visit to London of the Greek Minister of Commerce; what discussions took place; and what was the result? one questioner wanted to know. Mr. Jay replied, saying that the Government had been pleased to be able to invite the Greek Minister, who had indicated his wish to visit this country to discuss the development of Anglo-Greek trade. He had had talks with Ministers and representatives of industry and commerce which had strengthened trade relations between the two countries.

Shipping Acts revision

Replying to a questioner who asked what progress had now been made in the review of the Merchant Shipping Acts; and when amending legislation would be introduced, Mr. Roy Mason said: 'I assume that this question refers to the provisions of the Merchant Shipping Acts relating to the conditions of service of seamen. We must await the report of the Court of Inquiry set up by the Minister of Labour, under Lord Pearson's chairmanship. I understand that this can be expected in the New Year.'

Laundry and dry-cleaning charges

Asked whether, in view of recent Government statements, the statistics produced for the Prices and Incomes Board of the laundry and dry-cleaning industries would be continued on a running basis, Lord Rhodes, Parliamentary Secretary, Board of Trade, said that the statistics were produced by the National Board for Prices and Incomes for their report on laundry and dry-cleaning charges. The Government were satisfied that the statistics normally available to them were sufficient for the discharge of their continuing responsibilities in relation to these industries. The Board of Trade would require more detailed information from individual laundries for the exercise of their responsibilities under the Prices and Incomes Act 1966, but this need not involve statistics about the industry in general.

THURSDAY, DECEMBER 8

Man-made fibre industry

Asked whether, in view of concern resulting from the increasing redundancies in the man-made fibre industry, he would conduct an inquiry into the structure of the industry to ensure that the national interest and the interest of those employed in the industry might be taken into account in any mergers or rationalization, the President said that the Government was informed of projected mergers, and had the means, either itself or by reference to the Monopolies Commission, to ensure that the national interest and that of employees were taken into account.

Trade between Scandinavia and Scotland

A member asked what steps the President had taken as a result of his recent official visit to the Scandinavian countries to increase trade between those countries and North-east Scotland; and with what result. The President said that in the first 10 months of this year our exports to Scandinavia and Finland increased by nearly 7½ per cent compared with the corresponding period last year. North-east Scotland no doubt shared in this increase.

Additional facilities for exports

Asked what additional facilities had been provided for firms to increase exports since July 20, 1966, the President said that the Chancellor of the Exchequer and he had mentioned several in their speeches in the Economic Debate, including improved ECGD facilities for

certain countries and increased rates of export rebate to reflect changes in the level of certain taxes. The British Standards Institution had recently introduced a pilot scheme for giving technical help to exporters in connection with standards used in overseas countries. He was considering further measures and would continue to announce them when they were ready.

Hague Protocol

Asked when it was intended to ratify the Hague Protocol of 1955, the President said that a draft Carriage by Air Acts (Application of Provisions) Order had just been laid before Parliament. 'Should it be approved, we expect to lodge our instrument of ratification on March 3, 1967. The ratification will then become effective on June 1, 1967,' he said. *See page* 1504.

British Trade Centre in New York

A member asked what steps were taken to ensure that the British Trade Centre in New York reflected the highest standards of modern design now being achieved in Great Britain before he gave assistance to the Centre; and what co-operation there was in this field with the Council of Industrial Design's Design Centre in London. The President said that the British Trade Centre in New York was an initiative of the British-American Chamber of Commerce there. In providing assistance towards it, the Board of Trade did not seek to impose conditions about design standards generally. There had been no formal co-operation between the British-American Chamber of Commerce and the Council of Industrial Design.

Air terminal in Co. Antrim

Asked if he would make a statement about the progress being made on the alterations to the civil air terminal at Aldergrove in County Antrim and when he now expected the work to be completed, Mr. Roy Mason said that work was now well advanced and would be completed in stages during the spring and summer of next year. The main public areas were expected to be finished by the end of May and the remainder by the end of July.

Monopolies Commission report on colour films

A member asked why, arising out of the arrangement made following the Monopolies Commission report, the retailer as a result of the new price structure for Kodacolor X127 reel film had to sell 13 films to make the same profit as six previously, an increase of 116.3 per cent, while Kodak Limited only had to sell 13 to get the same return as on 12 previously, an increase of 8.3 per cent, in view of the fact that the tax liability remains constant. The President replied, 'The Monopolies Commission made separate recommendations about Kodak's own selling prices and the discounts that it allowed to retailers. The reduction by Kodak of approximately 20 per cent in the level of their recommended prices is the effect of an average reduction of 12½ per cent in prices to dealers and a reduction in discounts to dealers. The selling price to the public is no longer determined by Kodak, who have abandoned retail price maintenance; but I am informed that the discounts vary according to quantities purchased, and that the great majority of dealers get a discount of 22½ per cent, compared with 30 per cent previously.

I understand that the purchase tax on a Kodacolor X127 film is now 1s. 4d. compared with 1s. 6d. before the price reduction.'

Employment in the Highlands

To a questioner who wanted to know how many new jobs had been created in the Highlands of Scotland in the past two years, Mr. Jay replied: 'Firms who have been offered financial assistance under the Local Employment Acts during the two years ended October 1966, for projects in the Highlands and Islands, estimated that they would provide additional employment for 1,200. In addition the Highlands and Islands Development Board have approved projects estimated to provide a further 900 jobs.'

Encouragement of import-saving

A questioner asked the President what efforts his department had made to encourage the growth of the import-saving industries during the period of the import surcharge, and with what results. In reply Mr. Jay said that a wide range of measures had been, and would continue to be, pursued, through the medium of the Economic Development Committees and in other ways, to encourage the growth of import-saving production and generally to improve the competitiveness of British industry.

Trade with South Africa

Answering the question 'What are the reasons for the decline of our trade with South Africa in 1966?' Mr. Jay said: 'Our total trade with South Africa so far this year is hardly less than last. Imports have been higher and our exports have fallen proportionately less than those of South Africa's other main suppliers. The fall in our exports has been caused by the additional import restrictions imposed by South Africa to correct a weakness in her balance of payments.'

Aircraft noise

Asked what consultations he had had with foreign governments about aircraft noise, Mr. Roy Mason answered that the Government convened an International Conference in London last month on the reduction of noise and disturbance caused by civil aircraft. Representatives of 26 Commonwealth and foreign governments attended.

Answering a further question, in view of the need to restrict nuisance caused by noise, if he would direct the Airports Authority to use runways other than those running East/West at Heathrow, Mr. Roy Mason said that only the East/West runways were long enough – and had the necessary aids – to permit the large jet aircraft using Heathrow to carry out regularly all types of operations without extremely severe restrictions on the load they could carry. To bring the other runways up to similar standards would be very costly, and large numbers of people would still be disturbed by aircraft noise.

Answering further questions on aircraft noise Mr. Roy Mason said that two delegates representing local authorities attended meetings of various technical committees and that representatives of the Heathrow and Gatwick Airport Consultative Committees were invited to the plenary sessions as observers, and also that noise levels of departing jet aircraft, and heights of approaching aircraft of all types, were monitored regularly near the airport, but not in Central London, over which they would be higher and less noisy.

Asked what plans he had to raise the minimum permitted height for aircraft over Central London, Mr. Roy Mason said that the possibility of restricting further the descent of aircraft over Central London was under continuous study, but no significant changes could be made at present.

Industrial investment

Asked if he would give an up-to-date estimate of the percentage decline in industrial investment, excluding investment in mineral oil refining, in 1967 compared with 1966; what proposals he had for revising the expectations of future levels of industrial investment; and what revision he now proposed to make in his estimate of 7 per cent to 8 per cent fall in capital investment next year, in view of the industrial production index fall from 138 to 133, the President said: 'At the end of September manufacturers' plans suggested a fall between 1966 and 1967 of about 11 per cent, if investment by mineral oil refiners is excluded, and 7 per cent or 8 per cent if oil refining is included. I would not wish to amend this estimate because of short-term fluctuations in the index of production. In January, a new estimate will be made from forecasts currently being collected.'

Labelling of wines

The President was asked, whether he had completed his inquiries into contraventions of the Merchandise Marks Acts, by which certain wines shipped from abroad and labelled in Great Britain have been falsely labelled as Nuits St. Georges, Chambertin, Chablis and Beaujolais, when in fact they consist for the most part of a concoction of inferior wines from other districts; and what proceedings he was taking in these matters.

Any further action would depend on the outcome of inquiries which are still being made by the local authorities, Mr. Jay answered.

FRIDAY, DECEMBER 9

Investment allowances

Asked if he would give examples showing the effect which the latest change in investment allowances would have on the rate of return on capital invested in a typical project or projects on a discounted cash flow basis and on a simple rate of return basis, respectively, Mr. George Darling said that it was not possible to identify a typical project for this purpose since the proportions of expenditure on plant and machinery, on buildings, and for the provision of working capital, and also the rates of return, varied widely from case to case. The following table showed the cash recoveries from investment grants and tax reliefs in respect of £100 investment in machinery or plant which qualified for investment grants.

	Cash recoveries not discounted	Cash recoveries discounted at 7% p.a.
National		
Standard 20% rate of grant:		
(a) on introduction . .	52·0	40·1
(b) when in full operation.	52·0	41·4
Temporary 25% rate of grant	55·0	43·3
Development Areas		
Normal 40% rate of grant:		
(a) on introduction . .	64·0	52·7
(b) when in full operation.	64·0	55·2
Temporary 45% rate of grant	67·0	55·8

Notes on Tables:

(i) The calculations are based on 40% rate of Corporation Tax. For the purpose of calculating annual allowances against tax, it has been assumed that the plant or machinery is retained for ten years and that the annual allowance is 15% on the reducing balance.

(ii) It has been assumed that the firm earns sufficient taxable profits to take full advantage of tax allowances at the earliest possible date.

(iii) In the second column, total cash recoveries have been discounted back to the time of the investment expenditure. The figures relating to grants 'on introduction', and to the temporary higher rates, assume an 18-month interval between investment and receipt of grants. The figures relating to grants 'when in full operation' are based on grants being received after six months. In all cases it is assumed that the first tax reliefs are enjoyed 18 months after the expenditure.

MONDAY, DECEMBER 12

Beagle Aircraft Company

Mr. Frederick Mulley, Minister of Aviation, announced that the Government had agreed to acquire at a price of £1 million, the assets of the Beagle Aircraft Company, including work already advanced on a range of British light aircraft.

The new Investment Grants and how to apply for them

Under the Industrial Development Act 1966, the Board of Trade may make grants of 20% (or 40% in development areas)* towards capital expenditure on **plant or machinery** for use in manufacturing, construction or extractive industries. Five new Investment Grants Offices are now open to distribute application forms for grants.

In order to simplify applications, different forms have been designed for different classes of applicant. **It is important that you ask for the right one for your business.**

Grants for Plant and Machinery

Form IG/1 For use in manufacturing and ship repairing and related research.
Form IG/2 For use in construction and related research.
Form IG/3 For use in the extractive industries and related research.
Form IG/4 For hiring out for use in manufacturing, ship repairing, and in the extractive industries.
Form IG/5 For hiring out for use in construction.

Grants for other capital expenditure

Form IG/6 Computers.
Form IG/7 Ships.
Form IG/8 Hovercraft.

Firms should apply NOW for the appropriate form, enclosing an addressed label, to one of the five Board of Trade Investment Grants Offices listed below. You will also receive a free booklet called "Investment Grants—A Guide for Industry" which explains the new scheme.

The new Board of Trade Investment Grants Offices

Colman House, Victoria Avenue, SOUTHEND-ON-SEA, ESSEX.
24-26 Newport Road, CARDIFF, SOUTH WALES.
Seafield House, Waterloo Road, Seaforth, Crosby, LIVERPOOL, 21.
West Precinct, Town Centre, BILLINGHAM, CO. DURHAM.
Magnet House, Waterloo Street, GLASGOW, C.2, SCOTLAND.

The offices will be ready to receive completed application forms from the 16th January, 1967 in respect of expenditure incurred by applicants during the period 17th January to 31st March, 1966.

* *These rates will be increased to 25% and 45% for expenditure incurred during 1967 and 1968.*

New Books

Development Plan Studies: the First Six-year Plan of Nigeria. The Contracting Parties to the General Agreement on Tariffs and Trade. (254 pages. 14s. 4d., by post 15s. 7d., from HMSO and Government bookshops). The GATT programme for trade expansion was adopted in 1958, and a special committee, known as Committee III, was established to consider the problems of the less-developed countries. This committee in most of its work adopted a commodity-by-commodity approach as being the most appropriate manner of dealing with the trade barriers of developing countries. Nevertheless, Committee III did examine the trade and payments aspects of two individual development plans, and published its reports in 1962 as *Development Plans: Study of the Third Five-year Plan of India* and *Development Plans: Study of the Second Five-year Plan of Pakistan,* thus initiating what is in effect a series of occasional publications, of which the present work on the Nigerian National Development Plan 1962-1968 is the third title to appear. In the meantime, however, the functions of Committee III have been taken over by the GATT Committee on Trade and Development, which has established a Group of Experts on Trade and Aid Studies. The present volume contains, firstly, the study of the Nigerian plan prepared by the GATT Secretariat, which concentrates on the financial dependence of the Plan's investment programmes on external funds and on internal funds to be derived from export activities, and on the development of Nigeria's export capacity. This is accompanied by more than 150 pages of appendices, providing a great deal of information, much of it statistical and covering 1964 or 1965, on the Nigerian economy and on the most important commodities in Nigeria's export trade. The Secretariat's study was examined in detail by the Group of Experts, and their report on the study is also included. **Development Plan Studies: the Uganda Development Plan 1961-1966.** (137 pages. 14s. 4d., by post 15s. 2d., from HMSO and Government bookshops), is a further title in the series, and is generally similar in the nature of its contents.

Report of a British National Export Council Study of Pharmaceutical Industry Prospects in Zambia. (11 pages. Available free from BNEC, 6-14 Dean Farrar Street, London, S.W.1.). During the days of Federation, Zambia obtained the major share of her pharmaceutical needs from Rhodesia and South Africa. Independence brought an expanding economy, rising standards of living and emphasis on health and education programmes, so BNEC decided to investigate the current and potential pharmaceutical market in September 1966. This survey shows clearly that United Kingdom manufacturers are not taking their share of the increased market at present. The BNEC Africa Committee feels that more frequent visits by United Kingdom company representatives to the market would bring home a better share of the business available in Zambia. The **Report of the BNEC Agricultural Fact-finding Visit to Kenya, 23 September-7 October, 1966,** (27 pages. Available free from BNEC) also stresses the conviction, that although foreign competition was on the increase in this market where we have an excellent percentual share, the activity of foreign competitors could, to some extent, be met by a mission going out on a sales and information visit. This well documented report lays emphasis on the fact that the Kenya Development Plan calls for an expenditure of over £30 million on agriculture and livestock in the period 1965-70. The summary conclusions list commodities for which it is believed there is an immediate and future market and urge the sending of a sales mission forthwith to Kenya and also Uganda, where the market pattern is thought to be similar to that in Kenya.

The Effect on Prices of Tariff Dismantling in EFTA. European Free Trade Association. (119 pages. Available free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1.). This study was undertaken by experts from the EFTA member countries and Finland as the result of a decision taken by the EFTA Council in 1964. The United Kingdom participant was Mr. J. B. Heath, director of the Board of Trade Economic Research Unit. The object of the investigation was to discover what effects the lowering of tariffs between EFTA countries was having on consumer prices. This volume is the agreed report of the group of experts. The report includes a description of the methods used in the national studies as well as the results of each individual study. The United Kingdom study team attempted several methods of analysis, although most proved not to be feasible, and much of the United Kingdom section of the report is devoted to explaining why this was so. It appears from a calculation of import unit values related to tariff changes that 84 per cent of the tariff reductions were passed on to United Kingdom importers and 16 per cent were kept by EFTA exporters. The general conclusion, on the basis of all the national studies, is that EFTA tariff dismantling has had some effect on consumer prices, but that generally it has not been possible to quantify the extent of the effects.

Greater London Development Plan – Preliminary Report, published by the Greater London Council. (34 pages. Free from the Information Office, Greater London Council, County Hall, London, S.E.1.). The Minister of Housing and Local Government has asked the GLC to submit a development plan by the end of 1968. Later the separate London Borough Councils will also submit local development plans. It is obvious that there should be no conflict between the general scheme and the local ones and the larger body is already working closely with the constituent local authorities. At this stage it is possible to see the scope and shape of the task before the GLC, but any suggestions in the preliminary report can only be provisional: much more information and discussion is needed. The GLC is responsible only for its own area but the region surrounding London will, of course, be affected by many of its decisions, particularly about transport, housing, employment and recreation. These matters are at present being studied, and reports on them will be published before the final development plan. The preliminary report looks briefly at the economic, social and functional structure of London, its physical form, its transport system and possible lines of future development.

The East Midlands Study, by the East Midlands Economic Planning Council for the Department of Economic Affairs. (170 pages. 30s., by post 31s. 4d., from HMSO and Government bookshops). This study does not claim to be a regional plan: it is more concerned with presenting an account of the present economic and social state of the region, and pointing out the problems and opportunities likely to face it in the future. The region is already prosperous and has great potential for further development. The Council suggests an expansion of the industrial belt between Nottingham-Derby and Sheffield. The great variety of industry provides a high level of employment which is expected to be maintained even allowing for increases in population. The general standard of housing is poor; new building programmes have been started, but derelict areas still present great problems. The Council stresses the vital need for main roads linking the region with the West. (North-South roads are already adequate). A large part of the study consists of various statistical appendices that describe in detail present conditions in the East Midlands region in comparison with the other regions in matters such as population, building, housing, employment, distribution of industry, education and transport. There are a number of well-produced maps.

Toward Economic Stability, by Maurice W. Lee. (177 pages. John Wiley & Sons Inc. 38s. (cloth), 15s. (paper). *Introduction to Economics Series*). After elucidating the concept of economic stabilization the author turns to a consideration of policy tools (including monetary policy, debt management, and fiscal policy) and their efficacy. A detailed interpretation of the United States economy's movements between 1946 and the early 1960s is presented. Stabilization policies during the periods of expansion and recession, during and after the Korean war, and in the times of inflation and non-inflation in the United States are described, analysed and evaluated. One chapter deals with the related problems of high employment and inflation; and the book concludes with a discussion of new approaches to stabilization that developed in the 1960s.

Barbados. (26 pages. 4s. 6d., by post 4s. 11d., from HMSO and Government bookshops. *Central Office of Information Reference pamphlet 74*). A description of the land, people, history, constitutional development and economic progress. This document was prepared in August of this year but took into account the fact that Barbados was to become independent on November 30.

Other publications

BELGIUM-LUXEMBOURG ECONOMIC UNION. October 1966. *Economic Surveys by the OECD.* 42 pages. 5s., by post 5s. 5d., from HMSO and Government bookshops.

CHEMICAL INDUSTRY DIRECTORY & WHO'S WHO 1967. Published by *Chemical Age* incorporating *Chemical Trade Journal & Chemical Engineer.* 392 pages. Benn Brothers Ltd. 70s.

CHEMIST AND DRUGGIST YEAR BOOK 1967. 338 pages. Morgan Brothers (Publishers) Ltd. 20s., by post 22s.

EXCHANGE ARITHMETIC, by H. C. F. Holgate. 5th edition by W. W. Syrett. 148 pages. Sir Isaac Pitman and Sons Ltd. 18s. (Containing new material on forward exchange problems in Chapter 15).

REDGRAVE'S FACTORIES ACTS. 21st edition by Ian Fife and E. Anthony Machin. Consulting Editor P. G. Horsler. 1,400 pages. Butterworth & Co. (Publishers) Ltd. 80s., by post 81s. 9d.

ROTTERDAM YEARBOOK 1966-1967. 164 pages. Hafenkurier Weekly, Witte de Withstraat 73, Rotterdam, The Netherlands. 10 Dutch guilders, including postage.

TRADE UNION LAW, by Harry Samuels. 7th edition. 100 pages. Charles Knight & Co. Ltd. 32s., by post 33s. 6d.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Jan. 3 to 5 .	Technical equipment, miscellaneous stores .	Ordnance Storage & Disposals Depot, Branston, Nr. Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent. (Tel. Burton-on-Trent 4657.)

NOTE: This sale includes machine tools and spares, photographic and electronic equipment and trailers, previously sold at Melton Mowbray.

Machine tools including Rydermatic No. 12 SS vertical automatics; Fowcett & Preston hydraulic bonding machines; Oldfield & Schofield 8-in. facing lathes; Holroyd thread milling machines; Acorn ⅜ in. diameter bench type bar capstan lathes; Holroyd twin spindle horizontal spill boring machines; Wickman Moulton spindle horizontal thread milling machines; 5,000 kg. tensile testing machine; Clifton Baird 30-in. cold saw; Wadkin H/D radial 'Knuckle Arm' routing machine; motor vehicle spares; electric and laboratory equipment; Crypton engine testers; cameras; photographic equipment; oscilloscopes; hand tools; woodworking machines; webbing pouches; sewing machines; 30-ft. and 35-ft. wooden extending ladders; pneumatic tools; compressors; electric motors; diesel fuel pumps; cable; and a large assortment of miscellaneous stores.

Jan. 12 & 13	Commercial and private vehicles . .	Ordnance Disposals Depot, Bowhouse, Hurlford, By Kilmarnock, Ayrshire.	Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Ex NFS vehicles and pumps, including self-propelled fire pumps by Austin/Leyland, Fordson/Sulzer, Fordson/Tangye and Bedford/Sulzer; AEC 'Matador' tractors and trucks; 'Albion' 10-ton tippers; Ford 'Thames' tractors; Austin 'Champ's'; Landrovers; saloons and estate cars; cranes; Mack generator vans (with generators) Model LFSW; Fruehauf 12½ ton trailers; ambulances; trailers (5 cwt. to 20 tons); Scammell diesel trucks and tractors; two self-propelled trucks electrically driven, 4 x 4, 46 ft. long × 9 ft. 6 in. wide, powered by continental 6-cylinder petrol engine.

Jan. 19 .	Aircraft and aero engine spares, miscellaneous stores.	35 Maintenance Unit, RAF, Heywood, Lancs.	Brady & Son (Dept. L), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252.)

Hydraulic servicing, air supply, air cooling and electrical servicing trolleys; miscellaneous aircraft spares; hydraulic jacks; compressors; electrical equipment and spares; office and household furniture; oxygen charging trolleys; metal lockers; fire extinguishers; sling, beams and winches; pulley blocks (3 cwt. to 5 tons); Klee Klamp pallets; various metal ladders; wooden carrying cases; miscellaneous workshop equipment; and a large assortment of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

Wanted STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

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A stage in the production process of Keyswitch relays is explained by Mr. D. A. Malden (right), technical director of the company, to Mr. D. J. Skinner, British Vice-Consul (Commercial) in Johannesburg, during a recent visit to the London factory of Keyswitch to discuss the firm's developing market in South Africa. On the left is Mr. Keith Harris, Keyswitch sales director.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
3rd quarter		133*				109		131*	152*				+100*	+20*	—16
1966															
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August		135*				109									
September		131*				108									
October						108									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter	157*	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	
1966													
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	157*	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October					113·1*	133·6*	169·8	377	217		150	163	
November					113·0*	133·7*		424	201		137*	169*	

* Provisional. † Not seasonally adjusted.

BARCLAYS BANK D.C.O.

A Truly International Bank

THE 41ST ORDINARY GENERAL MEETING of Barclays Bank D.C.O. will be held on January 4, 1967, in London.

The following are extracts from the circulated statement by the Chairman, Mr. Frederic Seebohm:

For Barclays Bank D.C.O., the financial year which has just ended has brought so much of interest, so much of change and challenge, that it is not easy to select the matters of greatest significance. The year has once more thrown into relief the essentially international character of the Bank.

1966 – A Year of Tight Credit

In many countries inflation to a greater or lesser degree has continued and credit is both tight and expensive. Governments are making strenuous efforts to control inflation and in several of the territories where we operate, including the United Kingdom, a ceiling has been placed on the total volume of lendings. This has resulted in greatly increased liquidity, but this method of control has a serious effect on profits as we find ourselves in the position of taking deposits which we are unable to utilise other than in the short-term market, where rates are naturally very much lower and sometimes not even half the rate that can be obtained on commercial lendings. All governments appear to have a common failing and that is that they spend too much money, find it difficult or unpalatable to cut this back, then rely on squeezing the private sector to get themselves out of trouble. Inflation seems to be accepted by more and more as a natural and inevitable process. Where this is the case the normal pattern of savings is destroyed. The investor is no longer interested in government stocks or in holding cash but seeks all the time for a haven, either overseas or in bricks and mortar, where there is some chance of maintaining the real value. One can only hope that the coming year will prove that some of the serious measures taken in 1966 will have borne fruit and that some inflation will have been arrested.

This financial climate has made our profit rather less than last year in spite of the higher figure of £3,506,524 shown in the accounts as our net profit. This figure is not comparable with the previous year's result owing to the changes in the method of taxation. The Bank, however, continues to expand and I see no reason for pessimism provided we can continue to run our affairs without political interference. We, therefore, feel justified in maintaining the same rate of dividend as last year.

New Loan Stock Issue

Our last issue of capital in 1964 raised the total issued to £24 million, and our capital plus published reserves to £44 million which was in line with deposits then standing at over £900 million. The growth of the Bank, however, has continued rapidly and in March 1966 our deposits stood at over £1,100 million and once more our capital position had to be considered. In July we decided to raise £15 million by offering for public subscription £15 million 7½ per cent unsecured capital loan stock 1986/91 at 97 per cent. This in due course took place and the total of our capital, published reserves and capital loan stock now amounts to £60 million. Although we have had to pay a high rate for the new money, it is still considerably cheaper than making a rights issue, owing to changes in taxation. This is, I believe, the first time in the history of English banking that a joint stock bank has raised capital by way of loan stock, although it is quite a normal method of raising funds in the United States.

The increase in our deposits has not ceased, and stockholders will notice that the balance sheet now shows total deposits of £1,165 million.

I referred in my last statement to the opening of Barclays Bank of California in San Francisco which was formed in partnership with our parent, Barclays Bank Limited. In August of this year a second office was opened in Los Angeles. This has necessitated an increase in our investment in California and we are confident that our banking business there will continue to grow.

During the year we have opened a further 56 offices, bringing the total to 1,533. Worthy of particular mention is the reopening of a branch at 359 West Street, Durban, in a new multi-storey building, a part of the site which was occupied by the Bank of Africa in 1905 and by the National Bank of South Africa and ourselves until the present redevelopment was commenced. Plans are also in hand for the erection of another major building in Lusaka, which will not only house our main banking business, but provide six floors for letting.

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United Kingdom trade in November

Summary

THE VERY HIGH export figure for November, taken with that for October, suggests that exports are emerging from the period affected by the seamen's strike at a significantly higher level than earlier in the year. The fall in imports in the last three months, and especially the low figure in November, were influenced by the impending removal of the import charge at the end of last month, but probably also reflected the Government's economic measures.

'Commenting on the trade figures for November, Mr. Douglas Jay, President of the Board of Trade, said:

'The new export record is a splendid tribute to the intensified efforts of British industry, the British National Export Council and the Government's export services. Clearly the July measures are achieving their intended effect on the trade balance, and exports are on an upward trend. Equally clearly, however, the drop in imports in November is exceptional, and should no more be judged in isolation than the rise which must be expected in December.'

Trade balance

The trade balance in November showed a surplus of £80 million, seasonally adjusted. This surplus and also that in October owed a good deal to the low level of imports but also reflected the high rate of exports. It will not be possible to assess the underlying trend of the trade balance until imports have settled down after the removal of the charge. The surpluses for October and November have had a substantial influence on the average trade balance for the first 11 months of the year. This showed a deficit of only £14 million a month, compared with £24 million a month during the corresponding period of 1965.

Exports

Exports in November reached a new record level of £458 million, seasonally adjusted. The figure included substantial exports of ships and aircraft, and may still have contained a small residue of goods delayed by the seamen's strike. But, taken with the good October total, it suggests that exports are running at a significantly higher rate than earlier in the year. Over the first 11 months of the year, the monthly average was £418 million, about 7 per cent higher in value than in the corresponding period of 1965.

The level of exports to all main areas of the world other than Western Europe has been higher in recent months than in the period earlier this year before the strike. The increase has been particularly marked in exports to the United States. The trend of exports to the Common Market and EFTA countries is more difficult to judge. Exports to the Common Market countries in particular appeared to weaken in the middle of the year from their high level before the strike. However, exports to Western Europe were very high in November. This was only partly due to deliveries of ships to Norway, and it could be a sign of renewed growth in exports to this area.

Exports of machinery have shown strong growth throughout this year. Deliveries of ships and aircraft have been substantially higher in the first 11 months of 1966 than in the corresponding period of 1965.

Imports

Imports in November at £439 million, seasonally adjusted, showed a further large fall. During the past three months they averaged £470 million, compared with £507 million a month for the first eight months of the year. The underlying trend remains uncertain. Knowledge of the removal of the import charge at the end of November clearly had a strongly depressing effect, especially on the November figure.

Much of the fall in recent months was in manufactured goods – finished manufactures, chemicals and other semi-manufactures – categories largely subject to the import charge. In addition, however, there was some reduction in the last three months in imports of basic materials and of food, drink and tobacco.

The sharp fall in imports of manufactured goods was reflected in much reduced arrivals in recent months from Western Europe and North America.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

TABLE 1 (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—46
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter	425	513	16	—22*†
June	345	466	15	—57
July	408	527	14	—49*
August	440	524	17	—17*
September	429	491	15	— 1*
October	442	478†	18	+ *
November*				*
June-Aug.	398	506	15	—41*
Sept.-Nov.*				*

*Provisional estimates.
†Revised estimates.

TABLE 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·4
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
September	406·4	495·2	13·7
October	442·4†	479·2†	18·1
November*			

*Provisional estimates.
†Revised estimates.

WHOLESALE PRICE INDEX NUMBERS

Prices remain steady

THE INDEX for prices of materials and fuel used in manufacturing industry was unchanged in November from the level reached in October. The average for October/November was just over 1 per cent below that for the third quarter and nearly 2½ per cent less than in the second quarter of this year.

Output prices for all manufactured products were again unchanged in November at the level recorded for the third quarter of the year. This general levelling off in the upward trend in output prices continues to be reflected in both the food and non-food sectors.

Materials and fuel used in broad sectors of industry

The provisional index for the food sector edged down again slightly in November, owing to a net decline in prices of imported foodstuffs. This index, which has been easing since August, averaged 1 per cent less in October/November than in the third quarter, and was a little below the levels ruling in the first half of the year. In the non-food sector the index numbers for broad groups of industries moved variably in November. Those for the mechanical and electrical engineering industries moved upwards again slightly under the influence of copper prices, and there was a smaller further rise in the index of the paper industries. There was no significant change in the textile index, but that for chemicals moved down again. All the index numbers, with the exception of paper, were, however, below the high levels reached for the third quarter of the year.

The index numbers for construction and housebuilding materials were little changed in November, both remaining lower than in the third quarter.

Output of broad sectors of industry

The provisional index for the output prices of the food manufacturing industries was unchanged in November from the level of the third quarter. The general level of this index has not altered significantly since mid-year. In the non-food sector there were no changes in November compared with the previous month in the provisional index numbers for the various groups of industries, other than a further marginal downward movement for the chemical industry, and little or no change compared with the third quarter.

REBASING OF INDEX NUMBERS ON 1963=100

The present series of Wholesale Price Index Numbers take as their base annual average prices ruling in 1954, and the weights used reflect the pattern of sales of manufactured products and usage of materials in the year 1954. Since 1954, however, there have been significant changes in the pattern of sales of some manufactured products and, probably to a more limited extent, in the materials used by industry. For this reason, and given the general desirability of keeping the structure of the index numbers as up to date as possible, the Board have decided to revise the base and weights in order to give a more representative series. Choice of a new base year is dictated by the availability of adequate weighting information, which will be provided by the Census of Production for 1963. As from a date in 1968, which will be announced later, the index numbers at present being published will, therefore, be replaced by a new series on the base 1963, taking annual average prices during 1963 as 100.

Some wholesale price index numbers are widely used for the purpose of varying contract prices to take account of the changing cost of raw materials. The change to be made in the base some time during 1968 should, therefore, be borne in mind by firms entering into contracts containing clauses utilizing the 1954=100 series for the purpose of price adjustment. Arrangements will, however, be made to continue to make these available after the new series of index numbers has been introduced, throughout the life of any contracts which are dependent on them.

A further announcement will be made in due course giving as much advance notice as possible of the actual date when the new series will be introduced.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965		1966			1965	1966							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	April	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·9	108·1	110·2	112·4	111·1	107·8	112·0	112·6	112·5	112·6	110·9	109·7	109·8*	109·8*
	Basic materials	102·3	103·5	105·8	107·3	105·8	103·2	106·9	107·6	107·5	107·5	105·5	104·2	104·3*	104·2*
	Fuel	141·8	143.4	144·1	151·4	151·9	143·3	151·4	151·4	151·4	151·8	152·0	152·0	152·0*	152·4*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·5	111·5	113·7	116·8	114·6	111·4	116·2	117·1	117·0	116·7	114·2	112·8	113·1*	113·0*
	Basic materials other than fuel	105·0	106·0	108·3	110·7	108·0	105·9	110·0	111·1	111·0	110·6	107·6	105·9	106·2*	106·2*
211 to 229	Materials and fuel used in the food manufacturing industries.	100·3	102·0	103·9	103·7	104·4	101·6	103·6	103·8	103·6	104·6	104·6	104·0	103·5*	103·3*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·1	116·9	117·1	117·3	117·7	116·9	117·4	117·5	117·2	117·9	117·9	117·3	116·9*	116·3*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	140·6	142·5	146·6	151·8	149·5	142·7	151·1	151·9	152·4	152·5	148·6	147·2	148·9*	149·4*
361	Materials and fuel used in the electrical machinery industry.	131·2	133·8	139·0	146·6	144·2	134·0	144·4	146·9	148·4	148·6	143·1	140·8	142·2*	142·7*
Order X	Materials and fuel used in the textile industries	94·3	96·3	96·6	98·8	97·6	96·5	98·9	98·8	98·9	98·8	97·8	96·4	95·1*	95·2*
Order XIV	Materials and fuel used in the timber industries	120·3	120·6	121·0	122·0	122·7	120·6	121·8	122·0	122·4	122·6	122·7	122·8	122·7*	122·5*
Order XV	Materials and fuel used in the paper industries	115·2	113·3	113·2	114·7	114·6	112·9	114·5	114·8	114·8	114·9	114·5	114·4	114·5*	114·8*
Order XVII	Construction materials	130·9	131·4	131·9	134·1	134·3	131·4	133·8	134·2	134·4	134·6	134·2	134·0	134·0*	134·1*
Part of Order XVII	House building materials	132·2	132·6	133·3	135·0	135·2	132·6	134·6	135·0	135·4	135·6	135·1	134·8	134·9*	135·1*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965		1966			1965	1966							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	April	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	All manufactured products: Total sales	129·1	129·7	130·9	133·3	133·0	129.7	131·9	132·3	132·6	132·8	133·2	133·0	133·0*	133·0*
	Home market sales	130·4	130·9	131·8	133·1	134·0	130·9	132·8	133·1	133·4	133·8	134·1	134·0	134·0*	134·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	128·6	129·3	130·5	132·2	132·8*	129·3	131·8	132·2	132·6	132·9	132·9	132·8	132·7*	132·7*
	Home market sales	129·9	130·5	131·4	133·1	133·8	130·5	132·7	133·1	133·4	133·8	133·8	133·8	133·6*	133·7*
211 to 229	Products of the food manufacturing industries: Home market sales	120·1	121·1	122·3	123·3	123·6	120·5	123·0	123·5	123·5	123·9	123·6	123·3	123·6*	123·6*
263 to 277	Chemicals and allied industries: Total sales	108·1	108·0	108·9	109·0	109·2	108·0	109·1	109·1	109·0	109·2	109·3	109·1	108·9*	108·8*
	Home market sales	109·3	109·2	109·9	109·8	110·2	109·2	110·0	109·9	109·7	110·1	110·3	110·2	110·1*	110·0*
311 and 312	Iron and steel industries: Total sales	132·2	132·1	132·5	136·0	136·6	132·0	135·7	136·0	136·4	136·6	136·7	136·4	136·4*	136·4*
	Home market sales	137·2	137·1	137·2	141·6	142·1	137·1	141·2	141·7	142·0	142·0	142·1	142·1	142·0*	142·0*
Order X	Textile industries other than clothing: Total sales	111·3	112·0	112·9	113·6	113·9	112·2	112·9	113·7	114·3	113·9	114·2	113·6	113·8*	113·8*
	Home market sales	110·2	111·0	111·4	112·1	112·6	111·1	111·9	112·1	112·4	112·6	112·7	112·6	112·3*	112·3*
Order XII	Clothing and footwear: Home market sales	115·7	116·3	117·3	118·9	119·9*	116·3	118·6	118·7	119·4	119·8	120·0	120·0	120·1*	120·1*
Order XIV	Timber industries: Home market sales	122·9	123·5	124·3	125·0	125·6	123·6	124·9	125·0	125·3	125·4	125·6	125·7	125·8*	125·8*
481 to 483	Paper industries: Home market sales	118·6	119·0	119·9	120·4	120·6	119·1	120·3	120·5	120·4	120·5	120·5	120·6	120·6*	120·6*
Order XVI	New construction‡	134	136	139	140	140*				140			140*		

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Coal†	158·5	169·4	169·6	169·6*	174·4*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·6	110·8	110·8
Flour	117·3	117·3	120·5	120·5	120·5
Sugar, refined	108·6	111·2	109·7	110·3	108·7
Chocolate and sugar confectionery	110·8	111·3	111·0	111·0*	111·0*
Beer	127·6	128·1	136·2	136·1	136·1*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·6
Hard coke	177·0	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	122·7	131·5	131·5	131·5
Medium fuel oil (950 secs.)	138·9	138·9	140·8	140·8	140·8
Lubricating oils and greases	130·0	130·0	131·4	131·3	131·3
General chemicals	101·2	103·1	104·6	104·7*	104·6*
Pharmaceutical chemicals	62·7	57·8	57·7	57·7	57·6*
Pharmaceutical preparations	101·8	102·5	103·2	103·2*	103·2*
Toilet preparations	142·5	147·3	148·7	148·7*	148·7*
Paint for building and decorating	116·3	116·7	116·8	116·8*	116·8*
Soap	155·1	154·7	155·0	154·9	154·9
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·8	74·5	74·5	74·5*	74·5*
Steel sheets	135·2	136·4	137·9	137·9	137·9
Tinplate	127·2	131·7	131·7	130·5	130·5
Other steel goods (excluding tubes)	136·5	141·5	141·5	141·6*	141·6*
Steel tubes	144·2	149·4	151·7	151·7	151·7
Iron castings	150·9	155·4	156·2	156·1*	156·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·9	151·9	151·9	151·9
Rolled	136·3	142·2	142·2	142·2	142·2
Castings	144·1	150·7	152·8	152·8	152·8
Forgings	138·3	138·3	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	167·6	197·5	146·2	166·5	172·5
Photographic paper and films, etc.	126·1	126·4	125·8	125·7*	125·7*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·7	143·1	147·6	147·6	147·6*
Gramophone records	138·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	101·7	102·8	103·4	103·4	103·5*
Perambulators, etc.	128·0	130·5	130·7	130·7*	130·7*
Tools and implements	152·0	155·8	156·4	156·4	156·8

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Cutlery	136·1	138·5	139·3	139·9	140·0
Cutlery (other than razors and razor blades)	140·3	147·8	149·1	150·8	151·2
Spoons and forks	157·8	165·8	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	162·6	169·3	171·2	171·2	171·2*
Domestic gas appliances	113·2	113·5	113·5	113·5	113·5
Cotton yarn	97·4	98·8	99·6	99·4	98·9
Spun rayon yarn	105·4	103·3	102·7	102·7	102·7*
Irish linen yarns (wetspun)	124·3	127·6	127·6	128·9	127·6
Cotton cloth	107·0	107·0	107·6	107·3*	106·9*
Linen	135·8	137·2	137·3	137·3*	137·3*
Rayon and acetate fabric	120·9	121·0	121·9	121·9*	121·9*
Wool tops	84·5	82·6	78·7	77·1	75·6*
Worsted yarns	97·3	§98·7	§98·1	§96·2	95·5
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	101·7	103·6	104·1	102·8	102·3
Jute yarn	125·4	134·2	138·8	137·4	137·2
Jute piece-goods	128·4	141·9	147·6	147·6	147·6
Rope, twine and net	122·4	119·6	119·5	119·5	119·5*
Hosiery and other knitted goods	101·4	102·0	103·2	103·2*	103·2*
Carpets and rugs	127·9	130·8	131·7	131·7	131·7*
Canvas goods and sacks	116·7	122·2	116·8	114·9	114·9*
Leather for footwear	117·4	131·9	131·2	128·5*	128·5*
Travel goods	128·9	136·2	136·9	136·9*	136·9*
Made-up clothing	115·8	117·6	119·1	119·2*	119·2*
Weatherproof outerwear	106·5	106·2	107·4	107·4*	107·4*
Men's and boys' tailored outerwear	118·0	119·3	121·2	121·5*	121·5*
Women's and girls' tailored outerwear	112·3	117·0	117·6	117·6*	117·6*
Women's and girls' light outerwear	113·9	114·8	116·7	116·8*	116·8*
Footwear (excluding rubber)	115·9	119·8	120·5	120·5*	120·5*
Refractory goods, including bricks	150·0	150·3	150·3	150·3	150·3
Non-refractory goods, including bricks	133·5	134·4	133·7	133·7	133·6*
Building bricks, common, other than fletton, *ex works.*	140·5	141·2	141·6	141·3	141·3*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0*
Electrical porcelain	137·6	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	150·8	152·9	161·7	161·7*	161·7*
Glass (other than containers)	137·6	140·8	142·7	142·7*	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·9*

*Provisional figure. †This index is based on prices ruling on the last day of the month.
§Revised figures: January=97·2; February=97·0; March=97·8; April=98·2; June=99·3; July=99·8; August=99·7.

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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Cement, delivered	131·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1*
Cast stone and cast concrete products	118·5	118·9	118·2	118·2*	118·2*
Home-grown hardwood	107·8	107·5	107·7	107·8*	107·8*
Domestic furniture	125·8	126·9	127·9	127·9*	127·9*
Bedding, etc.	118·5	121·3	120·6	120·6	120·6*
Wooden boxes, packing cases, crates, etc.	115·1	129·1	129·4	130·4	130·7
Paper and board	155·1	115·4	115·4	115·4	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	121·3	123·0	123·5	123·5	123·6*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	124·5	123·3	123·3	123·3
Manufactured stationery	123·7	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	112·1	114·4	114·4	114·4	114·4*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	121·9	122·4	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4*
Linoleum and felt base	142·0	150·8	151·4	151·4	151·4*
Brushes and brooms	143·0	145·1	145·4	145·4	145·4*
Toys and games	127·1	§131·7	132·6	132·6*	132·6*
Sports equipment	139·4	143·9	144·5	144·5*	144·5*
Pens and pencils	115·7	116·0	116·2	116·2*	116·2*
Other stationers' goods	133·4	133·4	136·5	136·5	136·5
Plastic mouldings	106·2	105·9	106·8	106·8*	106·9*

*Provisional figure. §Revised figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Hides and skins	103·9	142·8	120·5	113·5	111·3*
Imported	110·9	157·8	130·7	125·0	126·6*
Native	93·3	120·1	105·1	96·1	88·4
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	214·3	242·7	164·0	186·0	189·9
Lead, ex-ship, wharf or warehouse†	112·5	98·5	95·0	88·0	83·8
Nickel, refined, delivered	131·9	131·9	131·9	131·9	137·5
Tin, ingot, min. 99·75 per cent, settlement price	192·7	185·9	170·3	169·4	167·3
Zinc, ex-ship, wharf or warehouse	138·5	125·2	125·4	128·3	133·6
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	102·9	100·8	104·7	102·6	101·1
Palm oil, c.i.f., in bulk	109·1	98·8	105·0	103·0	99·3
Whale oil, acid, soft, naked, ex-works	85·5	99·7	88·9	60·0	57·8
Pyrites, c.i.f., United Kingdom ports	64·1	71·6	71·3	69·6	69·6
Rubber, No. 1 R.S.S. one month future	98·5	102·1	90·3	92·2	92·7
Sulphur, crude (for acid making), c.i.f.	82·0	104·7	139·7	139·7	139·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	158·1	161·2	154·4	155·6	155·7*
Cotton, raw	69·9	68·5	65·3	64·4	64·7*
Jute, raw, 'Export Firsts', c.i.f. Dundee	140·8	170·9	154·9	157·2	164·5*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	130·8	167·2	159·9	161·7	167·1*
Silk, raw, delivered mill	145·1	144·0	177·1	188·3	180·3*
Sisal, East Africa No. 1 Grade, c.i.f. London	95·1	98·0	95·5	91·9	88·3
Wool, raw	84·3	87·1	83·2	80·3	80·0*
Crossbred, medium and coarse, c.i.f. U.K.	95·2	89·7	84·9	84·5	84·5*
Crossbred, fine, c.i.f. U.K.	87·1	90·7	88·2	84·2	84·2*
Merino, c.i.f. U.K.	78·4	83·7	79·9	76·5	76·5*
Timber:					
Imported hardwood (ex-yard or wharf)	115·6	117·2	118·2	118·2*	118·2*
Imported plywood (delivered to consumers)	116·1	116·4	117·2	116·9	116·6
Imported softwood (delivered to consumers)	118·4	118·7	119·2	118·9	118·4
Woodpulp, imported	101·2	100·9	100·7	100·7	100·6

*Provisional figure.
L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25, 1966.

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3 (a). Commodities produced in the United Kingdom—1954=100

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Slates	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·6	110·8	110·8
Flour	117·3	117·3	120·5	120·5	120·5
Sugar, refined	108·6	111·2	109·7	110·3	108·7
Chocolate and sugar confectionery	110·8	111·3	111·0	111·0*	111·0*
Beer	127·6	128·1	136·2	136·1	136·1*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·6
Hard coke	177·0	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	122·7	131·5	131·5	131·5
Medium fuel oil (950 secs.)	138·9	138·9	140·8	140·8	140·8
Lubricating oils and greases	130·0	130·0	131·4	131·3	131·3
General chemicals	101·2	103·1	104·6	104·7*	104·6*
Pharmaceutical chemicals	62·7	57·8	57·7	57·7	57·6*
Pharmaceutical preparations	101·8	102·5	103·2	103·2*	103·2*
Toilet preparations	142·5	147·3	148·7	148·7*	148·7*
Paint for building and decorating	116·3	116·7	116·8	116·8*	116·8*
Soap	155·1	154·7	155·0	154·9	154·9
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·8	74·5	74·5	74·5*	74·5*
Steel sheets	135·2	136·4	137·9	137·9	137·9
Tinplate	127·2	131·7	131·7	130·5	130·5
Other steel goods (excluding tubes)	136·5	141·5	141·5	141·6*	141·6*
Steel tubes	144·2	149·4	151·7	151·7	151·7
Iron castings	150·9	155·4	156·2	156·1*	156·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·9	151·9	151·9	151·9
Rolled	136·3	142·2	142·2	142·2	142·2
Castings	144·1	150·7	152·8	152·8	152·8
Forgings	138·3	138·3	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	167·6	197·5	146·2	166·5	172·5
Photographic paper and films, etc.	126·1	126·4	125·8	125·7*	125·7*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·7	143·1	147·6	147·6	147·6*
Gramophone records	138·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	101·7	102·8	103·4	103·4	103·5*
Perambulators, etc.	128·0	130·5	130·7	130·7*	130·7*
Tools and implements	152·0	155·8	156·4	156·4	156·8

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Cutlery	136·1	138·5	139·3	139·9	140·0
Cutlery (other than razors and razor blades)	140·3	147·8	149·1	150·8	151·2
Spoons and forks	157·8	165·8	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	162·6	169·3	171·2	171·2	171·2*
Domestic gas appliances	113·2	113·5	113·5	113·5	113·5
Cotton yarn	97·4	98·8	99·6	99·4	98·9
Spun rayon yarn	105·4	103·3	102·7	102·7	102·7*
Irish linen yarns (wetspun)	124·3	127·6	127·6	128·9	127·6
Cotton cloth	107·0	107·0	107·6	107·3*	106·9*
Linen	135·8	137·2	137·3	137·3*	137·3*
Rayon and acetate fabric	120·9	121·0	121·9	121·9*	121·9*
Wool tops	84·5	82·6	78·7	77·1	75·6*
Worsted yarns	97·3	§98·7	§98·1	§96·2	95·5
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	101·7	103·6	104·1	102·8	102·3
Jute yarn	125·4	134·2	138·8	137·4	137·2
Jute piece-goods	128·4	141·9	147·6	147·6	147·6
Rope, twine and net	122·4	119·6	119·5	119·5	119·5*
Hosiery and other knitted goods	101·4	102·0	103·2	103·2*	103·2*
Carpets and rugs	127·9	130·8	131·7	131·7	131·7*
Canvas goods and sacks	116·7	122·2	116·8	114·9	114·9*
Leather for footwear	117·4	131·9	131·2	128·5*	128·5*
Travel goods	128·9	136·2	136·9	136·9*	136·9*
Made-up clothing	115·8	117·6	119·1	119·2*	119·2*
Weatherproof outerwear	106·5	106·2	107·4	107·4*	107·4*
Men's and boys' tailored outerwear	118·0	119·3	121·2	121·5*	121·5*
Women's and girls' tailored outerwear	112·3	117·0	117·6	117·6*	117·6*
Women's and girls' light outerwear	113·9	114·8	116·7	116·8*	116·8*
Footwear (excluding rubber)	115·9	119·8	120·5	120·5*	120·5*
Refractory goods, including bricks	150·0	150·3	150·3	150·3	150·3
Non-refractory goods, including bricks	133·5	134·4	133·7	133·7	133·6*
Building bricks, common, other than fletton, *ex works.*	140·5	141·2	141·6	141·3	141·3*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0*
Electrical porcelain	137·6	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	150·8	152·9	161·7	161·7*	161·7*
Glass (other than containers)	137·6	140·8	142·7	142·7*	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·9*

*Provisional figure. †This index is based on prices ruling on the last day of the month.
§Revised figures: January=97·2; February=97·0; March=97·8; April=98·2; June=99·3; July=99·8; August=99·7.

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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Cement, delivered	131·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1*
Cast stone and cast concrete products	118·5	118·9	118·2	118·2*	118·2*
Home-grown hardwood	107·8	107·5	107·7	107·8*	107·8*
Domestic furniture	125·8	126·9	127·9	127·9*	127·9*
Bedding, etc.	118·5	121·3	120·6	120·6	120·6*
Wooden boxes, packing cases, crates, etc.	115·1	129·1	129·4	130·4	130·7
Paper and board	155·1	115·4	115·4	115·4	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	121·3	123·0	123·5	123·5	123·6*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	124·5	123·3	123·3	123·3
Manufactured stationery	123·7	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	112·1	114·4	114·4	114·4	114·4*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	121·9	122·4	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4*
Linoleum and felt base	142·0	150·8	151·4	151·4	151·4*
Brushes and brooms	143·0	145·1	145·4	145·4	145·4*
Toys and games	127·1	§131·7	132·6	132·6*	132·6*
Sports equipment	139·4	143·9	144·5	144·5*	144·5*
Pens and pencils	115·7	116·0	116·2	116·2*	116·2*
Other stationers' goods	133·4	133·4	136·5	136·5	136·5
Plastic mouldings	106·2	105·9	106·8	106·8*	106·9*

*Provisional figure. §Revised figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Nov.	May	Sept.	Oct.	Nov.
Hides and skins	103·9	142·8	120·5	113·5	111·3*
Imported	110·9	157·8	130·7	125·0	126·6*
Native	93·3	120·1	105·1	96·1	88·4
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	214·3	242·7	164·0	186·0	189·9
Lead, ex-ship, wharf or warehouse†	112·5	98·5	95·0	88·0	83·8
Nickel, refined, delivered	131·9	131·9	131·9	131·9	137·5
Tin, ingot, min. 99·75 per cent, settlement price	192·7	185·9	170·3	169·4	167·3
Zinc, ex-ship, wharf or warehouse	138·5	125·2	125·4	128·3	133·6
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	102·9	100·8	104·7	102·6	101·1
Palm oil, c.i.f., in bulk	109·1	98·8	105·0	103·0	99·3
Whale oil, acid, soft, naked, ex-works	85·5	99·7	88·9	60·0	57·8
Pyrites, c.i.f., United Kingdom ports	64·1	71·6	71·3	69·6	69·6
Rubber, No. 1 R.S.S. one month future	98·5	102·1	90·3	92·2	92·7
Sulphur, crude (for acid making), c.i.f.	82·0	104·7	139·7	139·7	139·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	158·1	161·2	154·4	155·6	155·7*
Cotton, raw	69·9	68·5	65·3	64·4	64·7*
Jute, raw, 'Export Firsts', c.i.f. Dundee	140·8	170·9	154·9	157·2	164·5*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	130·8	167·2	159·9	161·7	167·1*
Silk, raw, delivered mill	145·1	144·0	177·1	188·3	180·3*
Sisal, East Africa No. 1 Grade, c.i.f. London	95·1	98·0	95·5	91·9	88·3
Wool, raw	84·3	87·1	83·2	80·3	80·0*
Crossbred, medium and coarse, c.i.f. U.K.	95·2	89·7	84·9	84·5	84·5*
Crossbred, fine, c.i.f. U.K.	87·1	90·7	88·2	84·2	84·2*
Merino, c.i.f. U.K.	78·4	83·7	79·9	76·5	76·5*
Timber:					
Imported hardwood (ex-yard or wharf)	115·6	117·2	118·2	118·2*	118·2*
Imported plywood (delivered to consumers)	116·1	116·4	117·2	116·9	116·6
Imported softwood (delivered to consumers)	118·4	118·7	119·2	118·9	118·4
Woodpulp, imported	101·2	100·9	100·7	100·7	100·6

*Provisional figure.
L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

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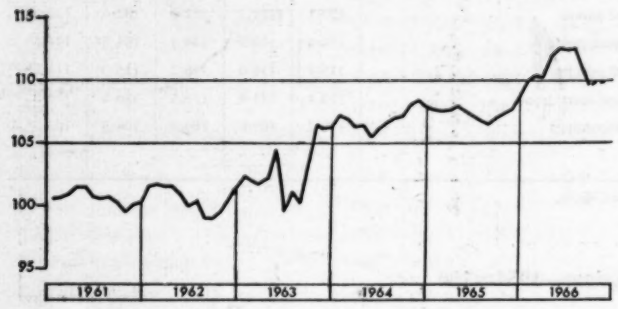

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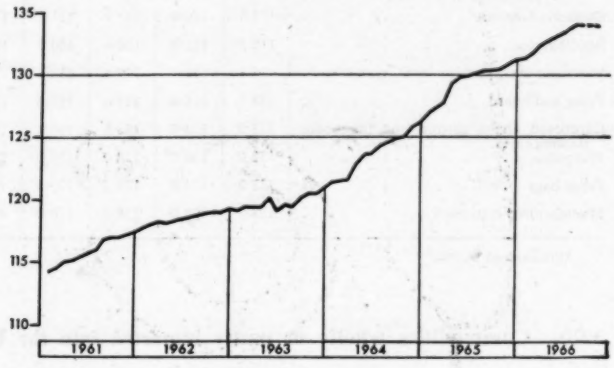

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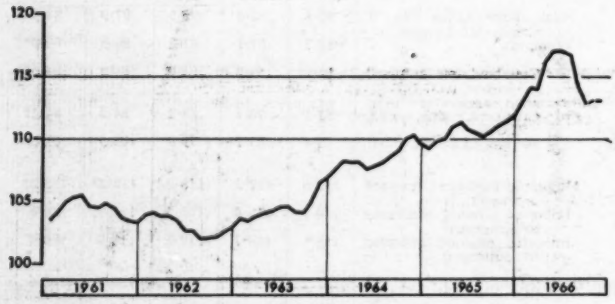

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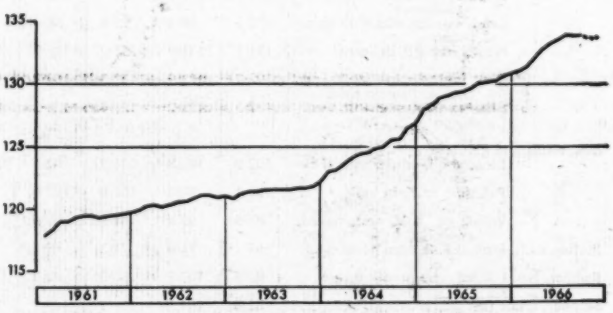

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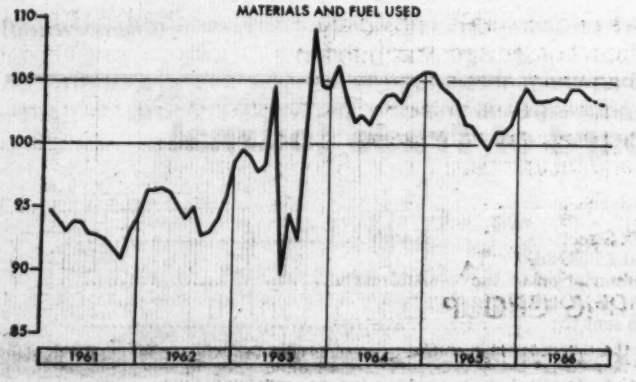

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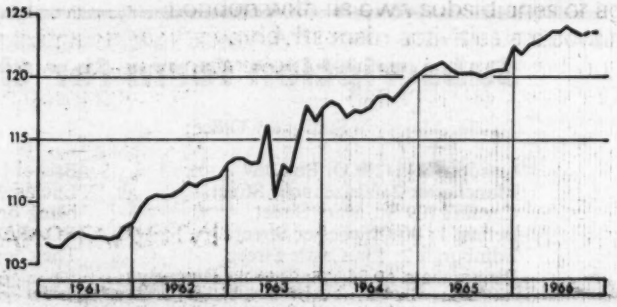

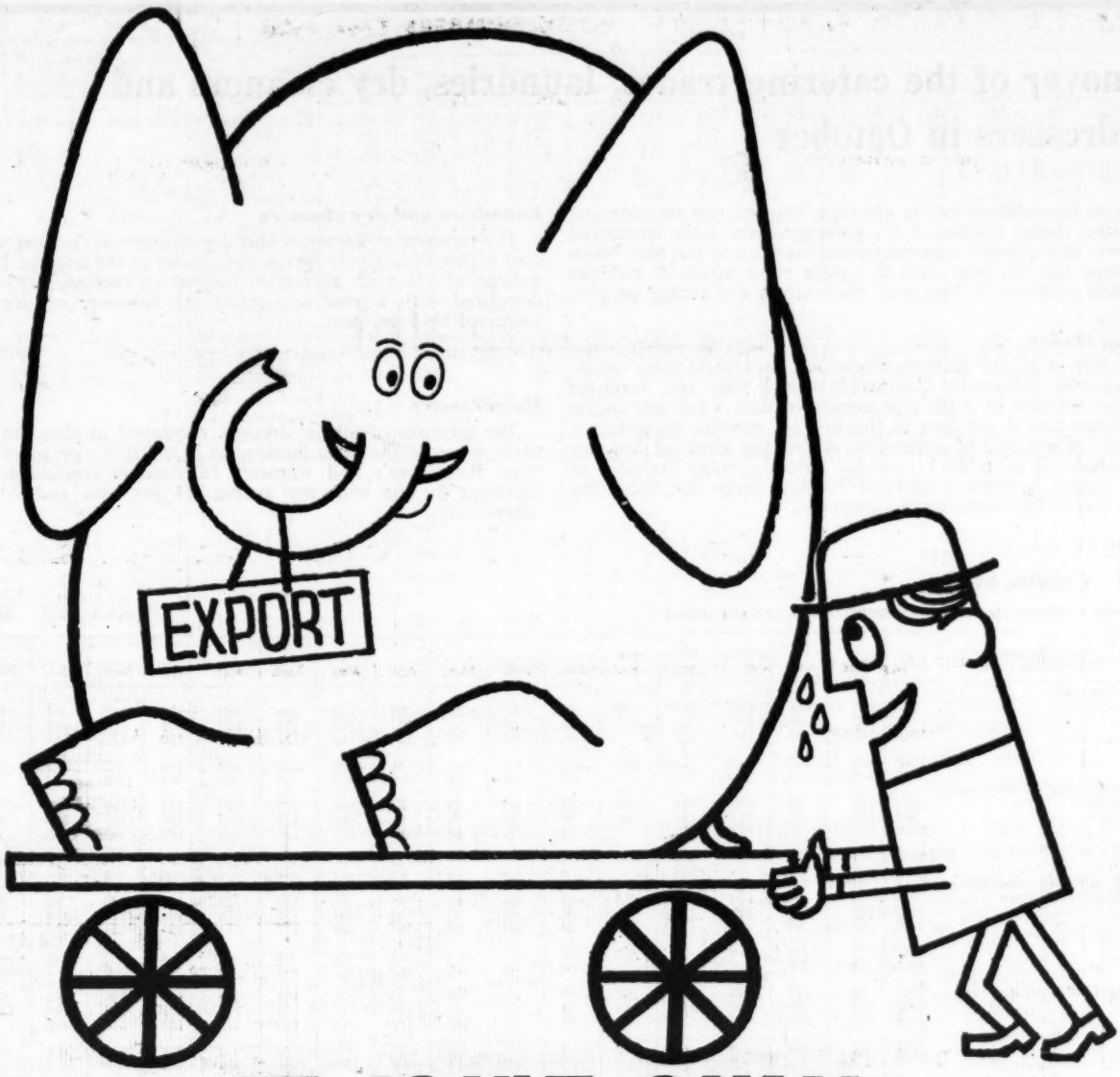

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Turnover of the catering trades, laundries, dry cleaners and hairdressers in October

IN OCTOBER the turnover of the catering, laundry, dry cleaning and hairdressing trades continued to show increases when compared with a year ago. For the catering trades the increase was well below the average for the year, but the other three kinds of business maintained increases in line with the average for earlier months.

Catering trades

The turnover of the catering trades fell back in October partly under seasonal influences. Compared with a year ago, turnover showed an increase of 3 per cent compared with 5 per cent in the third quarter and 6 per cent in the first six months, suggesting a weakening in the rate of expansion. All of the kinds of business shown separately in table 1 recorded below average increases in October except licensed hotels and holiday camps for which the increase was in line with recent experience.

Laundries and dry cleaners

The turnover of laundries and dry cleaners in October was 4 per cent higher than a year ago, a rise similar to the average for earlier months of the year. Laundries showed an increase of 3 per cent compared with a year ago while the turnover of dry cleaners increased by 5 per cent.

Hairdressers

The turnover of all hairdressers continued to show an increase of 3 per cent – the same increase as in the first nine months of the year. Both men's and women's hairdressers continued to show increases in line with the average (4 per cent and 2 per cent respectively).

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	112(b)	95	114	128		91	94	99	109	110	121	130	130	125	108		
	1965	+6	+5	+7	+4	+7	+3	+8	+4	+11	+2	+8	+3	+4	+5	+9	+5	+6
	1966	+6(c)	+7	+6	+5		+7	+5	+9	+6	+7	+5	+5	+4	+6	+3		
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	116(b)	76	117	157		71	73	83	96	111	140	165	166	143	110		
	1965	+6	+3	+7	+5	+7	+4	+9	+3	+13	Nil	+8	+6	+4	+3	+8	+6	+7
	1966	+5(c)	+6	+4	+6		+8	+3	+6	+2	+7	+4	+5	+6	+8	+6		
Restaurants, cafes etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	113(b)	97	110	132		93	98	99	107	106	117	133	134	131	106		
	1965	+6	+6	+6	+5	+7	+6	+7	+4	+8	+1	+8	+4	+6	+5	+9	+5	+7
	1966	+5(c)	+6	+5	+4		+6	+4	+7	+3	+7	+5	+5	+3	+5	+2		
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112(b)	98	116	122		94	96	102	114	112	120	123	123	120	109		
	1965	+6	+4	+8	+4	+7	+1	+9	+3	+13	+2	+10	+2	+4	+6	+9	+4	+6
	1966	+7(c)	+9	+8	+6		+7	+7	+11	+9	+7	+6	+6	+4	+7	+3		
Canteens (d) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	105(b)	110	105	98		107	111	113	104	110	103	95	93	104	110		
	1965	+4	+9	+3	+2	+4	+8	+8	+10	Nil	+8	+1	+2	+4	+1	+2	+5	+5
	1966	+2(c)	+4	+2	+2		+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil		

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively The October 1966 period was the four weeks from October 2, 1966 to October 29, 1966; the October 1965 period was from October 3, 1965 to October 30, 1965.
(b) Index number for period January to October, 1966.
(c) Percentage change for period January to October, 1966, compared with corresponding period of 1965.
(d) Includes catering contractors; outside catering contractors are included with restaurants, cafes, etc.

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Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126(b)	121	128	128		112	122	127	121	135	129	131	125	127	134		
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4(c)	+6	+3	+3		+2	+7	+8	+1	+4	+4	+3	+3	+2	+4		
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123(b)	121	124	123		116	122	123	118	129	126	128	121	122	129		
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3(c)	+4	+3	+2		+1	+6	+5	+2	+3	+4	+3	+2	+2	+3		
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	132(b)	121	135	135		106	121	134	127	144	134	137	133	136	141		
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+6(c)	+9	+4	+4		+3	+9	+14	—1	+7	+5	+4	+5	+3	+5		

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	114(b)	110	116	118		105	108	114	115	118	114	120	118	116	115		
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3(c)	+4	+2	+3		+3	+2	+6	+1	+4	+1	+4	+3	+3	+3		
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	118(b)	112	117	124		114	110	112	114	117	120	126	124	123	122		
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4(c)	+3	+4	+5		+3	+2	+4	+6	+5	+2	+4	+5	+6	+4		
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	113(b)	109	115	116		102	107	115	115	118	113	118	117	113	113		
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2(c)	+4	+1	+3		+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2		

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*

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HMSO

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

Metal working machine tools, deliveries and orders in October

The current monthly figures shown in the tables below are based on returns made to the Ministry of Technology by firms accounting for about 75 per cent of deliveries, and include estimates for smaller firms making quarterly returns only. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

THE MINISTRY OF TECHNOLOGY report that in October 1966 total deliveries of machine tools were valued at £13.6 million and net new orders at £12.9 million. Orders outstanding at the end of the month amounted to £104.5 million.

Home market

The upward trend in home deliveries was maintained, reaching a new seasonally adjusted peak of £11 million. The monthly average for the three months up to October amounted to £10.7 million, more than 10 per cent higher than in the previous three months. Home net new orders at £9 million fell back from the high level in September, but the monthly average for the last three months amounted to over £10 million. Home orders outstanding at £74.1 million also fell back as a result of the lower order intake to slightly below the level a year ago, and represented about seven and a half months' work at current higher delivery rates.

Export

The seasonally adjusted figure of £3.5 million for export deliveries maintained the upward trend evident since the early months of this year. Net new orders, seasonally adjusted at £4 million, were the highest for almost 18 months. Export orders outstanding at the end of October were £30.4 million, recovering from the slight fall in the previous month and also at the same level as a year ago. At current rates of delivery they represented eight and a half months' work.

Total

With both the export and home market showing an increase, total deliveries in October, seasonally adjusted at £14.5 million, reached a new peak. With the increase in export orders almost offsetting the fall in home orders, total orders received were still higher than the average for the previous three months.

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,805
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1965 1st quarter	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter	35,542	7,855	27,687	107,716	30,046	77,670	38,352	9,633	28,718
3rd quarter*	38,321	9,634	28,689	105,218	29,553	75,664	35,824	9,141	26,682
4th quarter									
1965 January	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April	10,543	2,187	8,356	107,449	29,780	77,670	13,087	3,699	9,388
May	11,987	2,763	9,224	107,074	30,354	76,720	11,612	3,337	8,274
June	13,012	2,905	10,106	107,716	30,046	77,670	13,653	2,597	11,056
July*	11,517	2,798	8,719	109,224	30,902	78,321	13,025	3,654	9,370
August*	11,621	3,153	8,469	107,683	30,402	77,282	10,081	2,652	7,429
September*	15,183	3,683	11,501	105,218	29,553	75,664	12,718	2,835	9,883
October*	13,640	3,414	10,226	104,471	30,351	74,119	12,893	4,212	8,681
November									
December									
January-October 1965	115,520	34,722	80,798	104,272	30,013	74,259	132,009	34,786	97,223
January-October 1966*	125,379	29,967	95,412	104,471	30,351	74,119	125,654	31,458	94,196
Percentage change	+9	—14	+18	N/C	+1	N/C	—5	—10	—3

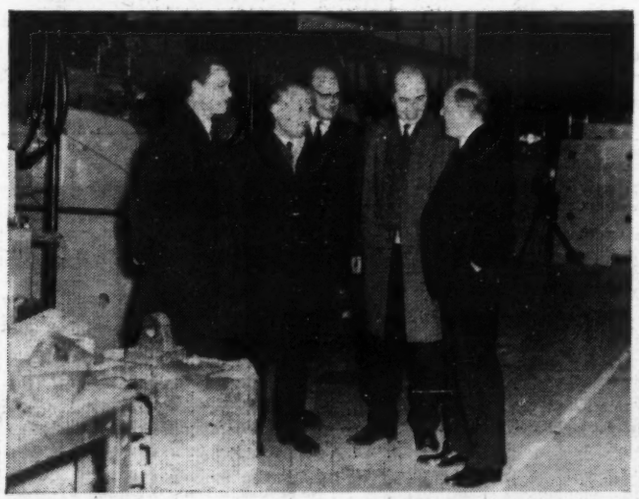
*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 3 per cent) due to the inclusion of additional firms.

Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted (1)

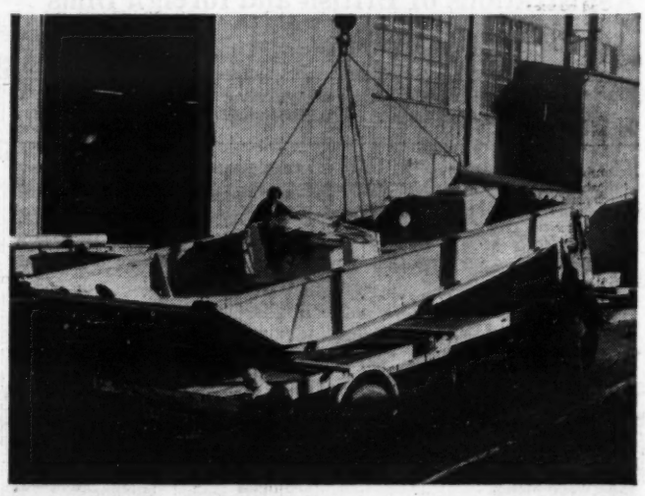
£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,289	40,704	100,585	105,832	28,803	77,029	159,335	40,045	119,290
1965 1st quarter	34,153	10,444	23,709	92,712	30,165	62,547	39,079	11,147	27,932
2nd quarter	35,002	11,796	23,206	96,576	29,831	66,745	38,867	11,462	27,405
3rd quarter	35,244	9,903	25,340	102,791	28,844	73,947	41,459	8,917	32,542
4th quarter	36,890	8,561	28,329	105,832	28,803	77,029	39,931	8,520	31,411
1966 1st quarter	34,833	8,206	26,626	107,308	29,367	77,941	36,308	8,770	27,538
2nd quarter	36,867	8,292	28,575	109,113	30,189	78,924	38,672	9,115	29,557
3rd quarter*	40,391	10,357	30,034	107,663	28,971	78,692	38,941	9,139	29,802
4th quarter									
1965 January	10,921	3,571	7,350	91,989	29,855	62,134	15,125	3,965	11,160
February	11,788	3,566	8,222	91,424	29,543	61,881	11,223	3,254	7,969
March	11,444	3,307	8,137	92,712	30,165	62,547	12,731	3,928	8,803
April	11,211	3,316	7,895	93,591	30,879	62,713	12,091	4,030	8,061
May	11,711	3,613	8,097	96,243	31,492	64,751	14,362	4,227	10,135
June	12,080	4,866	7,214	96,576	29,831	66,745	12,413	3,205	9,208
July	11,005	3,076	7,929	101,666	29,753	71,913	16,095	2,999	13,096
August	11,995	3,484	8,511	102,667	29,422	73,245	12,996	3,152	9,844
September	12,244	3,344	8,900	102,791	28,844	73,947	12,369	2,766	9,603
October	11,293	2,649	8,645	104,243	29,310	74,933	12,746	3,115	9,631
November	12,766	3,099	9,667	104,778	28,939	75,839	13,300	2,727	10,573
December	12,831	2,814	10,017	105,832	28,803	77,029	13,885	2,678	11,207
1966 January	10,823	2,330	8,493	105,581	29,473	76,108	10,572	3,000	7,572
February	10,979	2,750	8,229	105,629	29,198	76,431	11,026	2,475	8,551
March	13,031	3,126	9,905	107,308	29,367	77,941	14,710	3,295	11,415
April	11,397	2,517	8,880	108,838	30,563	78,275	12,927	3,714	9,213
May	11,966	2,887	9,079	108,307	30,719	77,588	11,434	3,042	8,392
June	13,504	2,888	10,616	109,113	30,189	78,924	14,311	2,359	11,952
July*	12,117	3,082	9,035	108,907	30,769	78,138	11,910	3,662	8,248
August*	14,069	3,878	10,191	106,254	29,689	76,565	11,416	2,798	8,618
September*	14,207	3,398	10,809	107,663	28,971	78,692	15,615	2,679	12,936
October*	14,484	3,477	11,007	106,255	29,537	76,718	13,075	4,042	9,033
November									
December									
Average of the latest 3 months(4)*	14,253	3,584	10,669	106,255	29,537	76,718	13,369	3,173	10,196
Average of the previous 3 months(4)*	12,529	2,952	9,577	108,907	30,769	78,138	12,552	3,021	9,531
Percentage change	+14	+21	+11	—2	—4	—2	+7	+5	+7

*Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3-month periods.



Mr. G. Romanoff (left) of the Soviet Embassy, and Mr. E. P. Tkachenko (second from right), a member of the USSR permanent trade delegation to Britain, recently visited Kearney & Trecker-CVA Limited, the £5-million south coast machine tool firm. The Russians visited the Littlehampton plant which houses the largest numerically controlled machining centre in the world outside the United States.



Seen here being loaded at Teignmouth for shipment to Denmark is one of the first standard production models of Rotork Marine's new cargo and general purpose craft – the 'Sea Truck'. The craft operates on the principle of an air-lubricated hull and is said to be capable of carrying a one-ton load for seven miles at 20 knots in less than two feet of water on one gallon of petrol.

Retailers' stocks in October

STOCKS HELD by retailers at the end of October were 7 per cent higher than the corresponding period last year, the same increase as the average over the last 12 months.

In volume terms, retailers' stocks were 4 per cent higher at the end of October than a year earlier, the same increase as the average for the preceding three months but a little lower than the increases recorded earlier in the year.

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965).

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	107
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133	134	142	152	134
1966. . .	130	132	143	142	146	145	137	143	143	151		
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966. . .	+7	+7	+7	+5	+7	+9	+7	+7	+7	+7		
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	130	115
1965. . .	110	112	121	121	123	120	116	120	120	128	137	120
1966. . .	116	118	127	126	129	129	121	125	125	132		
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966. . .	+6	+5	+5	+4	+5	+7	+4	+4	+4	+4		

Business Monitor: Production Series

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INDUSTRIAL FILM CATALOGUE

The 1964-65 *eaition of the Central Office of Information industrial catalogue* Films for Industry *contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films.* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. *post free.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, December 9, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Jemima and Johnny	Br/E 31841	30	December 7	Monarch Film Corp. Ltd.	Derrick Knight and Partners Ltd.
Look at Life Series 32:					
Jobs Where You Like	Br/E 31852	9	December 9	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1956	Br/E 31375	8	December 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1956A	Br/E 31376	7	December 9	" "	" "
Pathe News 66-97	Br/E 31444	8	December 9	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-98	Br/E 31445	8	December 9	" "	" "
FOREIGN					
La Fuga	F 31834	91	December 5	Twentieth Century-Fox Film Co. Ltd.	Cine 3 Produzioni, Rome.
El Greco	F 31835	94	December 5	" "	Produzioni Artistiche Internazionali and Arco Films, Rome, and Les Films du Siecle, Paris.
Cloportes (La Metamorphose des Cloportes)	F 31836	102	December 5	" "	Les Films du Siecle, Paris, and Produzioni Artistiche Internazionali, Rome.
Rapture	F 31837	104	December 5	" "	Twentieth Century-Fox Productions Ltd.
God's Thunder (La Tonnère de Dieu)	F 31838	89	December 7	" "	Les Films Copernic, Paris, Gloria Films Munich, and Fida Cinematografica, Rome.
The Monster Master	F 31839	7	December 7	" "	Terrytoons Inc.
The Cowardly Watchdog	F 31840	6	December 7	" "	" "
Gambit	F 31842	108	December 9	Rank Film Distributors Ltd.	Universal International Films Inc.
The Plainman	F 31843	81	December 9	" "	" "
South Pole Pals	F 31844	6	December 9	" "	" "
Polar Fright	F 31845	6	December 9	" "	" "
Teeny Weeny Meany	F 31846	6	December 9	" "	" "
Prospect of Turkey	F 31847	29	December 9	" "	North Atlantic Treaty Organization.
La Bourse et La Vie	F 31848	91	December 9	Gala Film Distributors Ltd.	Orsay Films, Societe d'Expansion du Spectacle and Balzac Film, Paris, Columbia-Bavaria Film G.m.b.H., Munich, and Vides-Cinematografica, Rome.
The Round-Up	F 31849	83	December 9	Contemporary Films Ltd.	Hungarofilm, Budapest.
Return of the Seven	F 31850	95	December 9	United Artists Corp. Ltd.	Mirisch Productions Inc., Hollywood, California and C.B. Films, S.A., Barcelona.
Ambush Bay	F 31851	107	December 9	" "	Courageous Films Inc.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in October showed a decrease of 3 per cent on a year earlier. This compares with a decrease of 6 per cent for September and an increase of 3 per cent in August.

The value of stocks at the end of October was 11 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Analysis by department

	Sales		Stocks (b)
	Oct. 1966	Jan. 1 to Oct. 31	Oct. 1966
Women's knitted outerwear, blouses and skirts	91·7	105·7	124·1
Women's coats, costumes, furs and raincoats	81·3	96·7	142·2
Women's underwear	97·2	95·1	94·4
Women's hose and children's socks	104·9	96·4	78·1
Women's millinery	77·4	89·9	136·0
Haberdashery, ribbons and wool	97·3	98·1	139·6
Children's wear	102·4	97·8	112·6
Men's and boys' shirts, pyjamas and outfitting	104·4	103·3	109·6
Gloves	92·6	96·6	82·7
Piece-goods and nets	86·6	97·6	97·2
Household textiles	91·3	94·5	92·6
Floor-covering, furniture and hardware	99·6	98·9	110·8
Grand total (a)	97·4	98·8	111·1

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

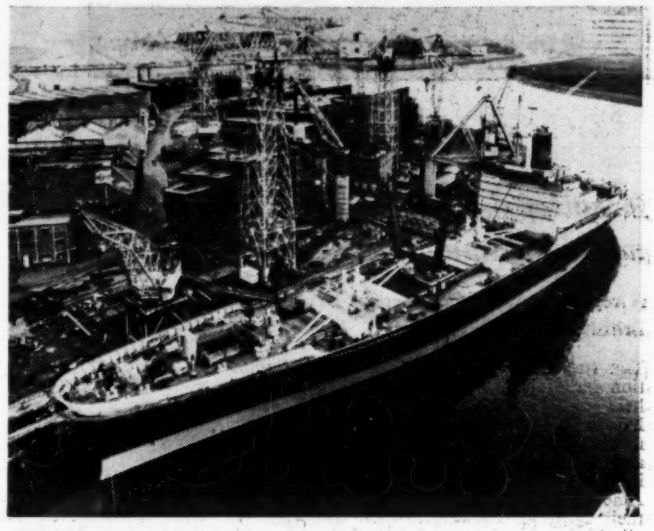
Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of Stock (at end period) (b)	
		%		%
1964 Year	112	+4	..	..
1965 Year	113	+1	..	..
1965 4th quarter	138	Nil	118	—5
1966 1st quarter	100	+2	146	—3
2nd quarter	100	—3	137	Nil
3rd quarter	111	—2	161	+8
1965 October	148	—5	135	Nil
November	141	+3	131	—2
December	125	+3	118	—5
1966 January	71	+4	124	—4
February	92	+2	142	—4
March	138	+1	146	—3
April	104	—7	140	—2
May	103	—2	143	—1
June	93	+1	137	Nil
July	79	Nil	147	+3
August	104	+3	159	+3
September	149	—6	161	+8
October	144	—3	150	+11

Percentage of corresponding values for 1965.

EXPRESS CARGO LINER



The first British-built express cargo liner of the 'Glenalmond' class, the 'Glenfinlas', in the fitting-out basin of John Brown & Co. (Clydebank) Limited. She is being built for the Glen Line Ltd., of London and will enter their Europe/Far East service early next year. The ship will be powered by a Burmeister and Wain 984-VT2BF-180 main engine installed by John Brown's, and will be extensively automated both on deck and in the engine room. There will be facilities for carrying containerized cargo, and most of the complement of 45 officers and men will be accommodated in single-berth air-conditioned cabins. In the background can be seen the new Cunard Transatlantic express liner under construction.

DEA progress report for December

THE DECEMBER 1966 issue of DEA Progress Report was published on December 8. Progress Report is published monthly by the Department of Economic Affairs in two sections, an economic section and an industrial and regional section. The articles in the current issue are as follows.

DEA's Second Year; EFTA's Free Market; The East Midlands; Some Regional Household Comparisons; Notes from the EDCs.

Copies of Progress Report are available from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

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Exhibitions and Fairs

Hospital equipment does well in Vienna

A report from the Commercial Department, British Embassy, Vienna.

THE FIRST Vienna International Trade Exhibition for Medical and Hospital Equipment was held from November 24 to 28 in the Künstlerhaus in the middle of the town. It was devoted to the products of manufacturers of physicians' and hospital requisites. Foreign participation included Swiss, German, Swedish, Dutch, American and British firms, represented by their agents or showing in their own right. In all, 66 firms took part, Britain being the only country to arrange a collective display.

The presentation and design of the British collective exhibit, which involved 10 firms and was prepared by the Central Office of Information in conjunction with the Board of Trade, was impressive and gave rise to much favourable comment. All the exhibiting firms in the collective display were enthusiastic about the result of the exhibition and reported that it had been among the most useful of the European events they had attended.

One firm who offered anaesthetic apparatus expected to sell six machines as a result of its participation: two are for customers in Czechoslovakia and the remainder for Austrian hospitals.

Another large British manufacturer of electro-mechanical respirators achieved good press coverage and was approached by a leading Austrian manufacturer with a suggestion that their products be manufactured under licence by his firm. The firm also received an order for a hyperbaric unit, which will be the first of its kind in Austria.

An exhibitor who offered a comprehensive range of bandages had his products accepted by some hundred departments of different hospitals because of their showing in the exhibition.

The majority of visitors to the exhibition came from leading Austrian hospitals but delegations from Czechoslovakia and Yugoslavia also called on the British stands. The Austrian medical profession showed great interest in all the British products and one of the largest Viennese hospitals asked all the British exhibitors in the collective display to furnish full details of their manufacturing programme.

The British exhibitors were visited by the British Ambassador, Sir John Pilcher and Mr. B. Longfellow of the Ministry of Health.

Mr. E. C. McKay (left), who has been appointed sales executive for Eastern Europe for the Holman Group, talking to Mr. Efteev of the Russian Permanent Trade Delegation in London. They were visiting the Public Works Exhibition held recently at Olympia.

Direct London—Lyons air link

FOLLOWING the successful operation of flights between London and Lyons during the British Week last October Air France will operate direct flights between the two cities next April. The French airline will use Viscounts for this service and it is planned to put on five return flights per week on Monday, Tuesday, Thursday, Friday and Sunday. Provisional flight times are as follows: depart London Airport 10.15 hours, arrive Lyons 12.25 hours. Return flight, depart Lyons 19.00 hours, arrive London 21.00 hours.

It is hoped that this new air link will be an aid to British businessmen wishing to follow up business and contacts made during the recent British Week.

JOINT VENTURE WITH BEAMA

A joint venture information stand, mounted by the Board of Trade and BEAMA, formed a focal point for British participation in the Milan Automation and Instrumentation Fair (November 19-25). The stand dealt with a large volume of valuable inquiries from what is generally held to be a potentially important market for British manufacturers of automation equipment. A total of 37 British firms exhibited at the show.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

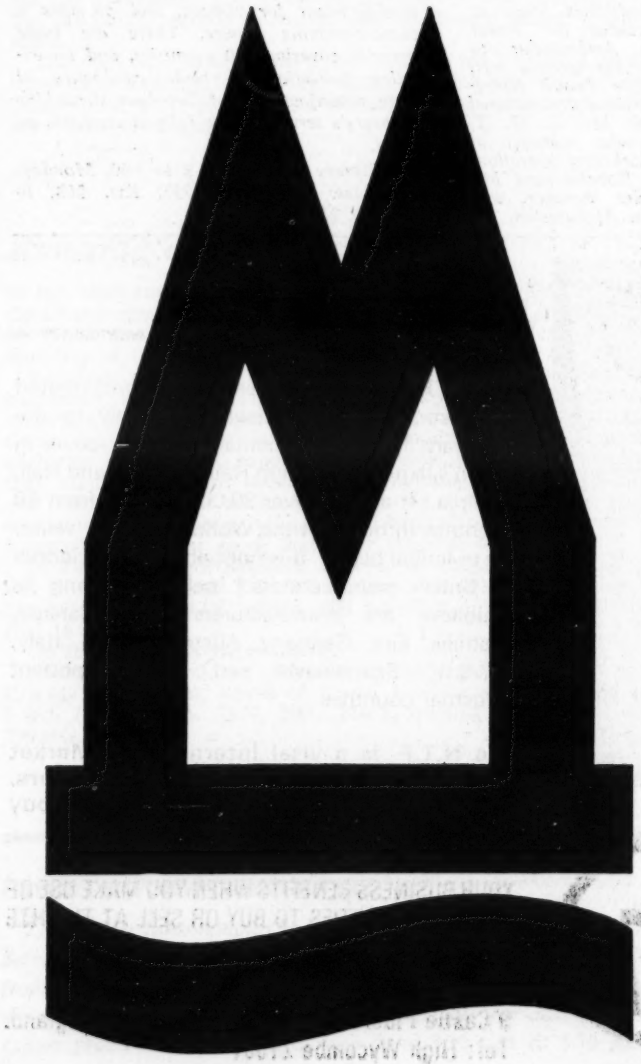
Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Cologne: 10 branches - one trade fair centre



Cologne is the permanent trade fair centre for 10 important branches of the European and overseas consumer goods industry.

Cologne stages international trade fairs and exhibitions which, in their timing, duration and entire organisation, are specially designed to meet the needs of the economy and are confined to one particular branch.

In Cologne, European and overseas manufacturers have built up a reliable marketing instrument which is safe, sound and active. That is where traders find a complete range of articles certain to sell and satisfy customers.

No one belonging to these branches - whether manufacturer or dealer - can afford to ignore Cologne as a centre for trade fairs.

Household Goods and Hardware Fair	23rd to 26th February / 7th to 9th September 1967
Children's and Babies' Fair	14th to 16th April / 20th to 22nd October 1967
INTERZUM - Materials used for Woodworking, Furniture, Upholstered Furniture and Interior Fittings	22nd to 25 th June 1967
Men's Fashion Week	25th to 27th August 1967
Fair of Lingerie, Foundation Garments and Underwear	14th to 17th September 1967
ANUGA - Exhibition of Fine Foods and Provisions	30th September to 8th October 1967
SPOGA - Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	22nd to 24th October 1967
Furniture Fair	23rd to 28th January 1968
photokina - World Fair of Photography	Autumn 1968
IFMA - Bicycle and Motor Cycle Exhibition	Autumn 1968

Information:

H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W. 1, Tel. SULlivan 2134

Smithfield Show does solid business

THE Royal Smithfield Show and Agricultural Machinery Exhibition closed its doors at Earls Court, London, on December 9, the exhibitors dispersing in a mood of solid satisfaction. Throughout the week (the show opened on the Monday, December 5) the paying customers had poured through the turnstiles in a steady spate, seeming to find the discomfort of being jampacked in the aisles more than outweighed by the interest of the displays of plant and machinery of every agricultural kind and of the pens of stock – cattle, sheep and pigs.

The international reputation of the show is well established and, this year, pulled in just a handful under 3,000 overseas visitors. Not a record, but a worthwhile number. They came from all over the world, from the countries one would expect to find represented – Australia, New Zealand, the United States and the rest – and from a surprising number of other places one certainly does not associate with wide open arable or pastoral spaces. Hong Kong and the Windward Islands, for instance.

Not many of the machinery exhibitors were forthcoming with specific details of business done, BMC being an exception and announcing tractor orders worth £350,000 from Finland. Most contented themselves with an expression of satisfaction at the level of orders and firm inquiries, although David Brown gave an indirect indication of what this amounted to in their case by saying that business prospects amply justified their recently announced multi-million pound extension programme.

Meanwhile, on the livestock side entries in the cattle and pig classes were up and the quality of the beasts on show served to emphasize the world stature of British-bred stock.

Visitors to the Royal Smithfield Show at Earls Court, London, included the Royal Afghanistan Government's Ambassador to Britain, HE Abdullah Maliykar (second left) and the Commercial Attache Prince Niezamudin Ghazi (right). The visitors are pictured on the Perkins stand with Mr. L. G. T. Roberts, assistant general sales manager of the group's international marketing operations (second from right), Mrs. Roberts, and Mr. Eric Oldham, regional sales manager, who recently spent six months in Afghanistan.

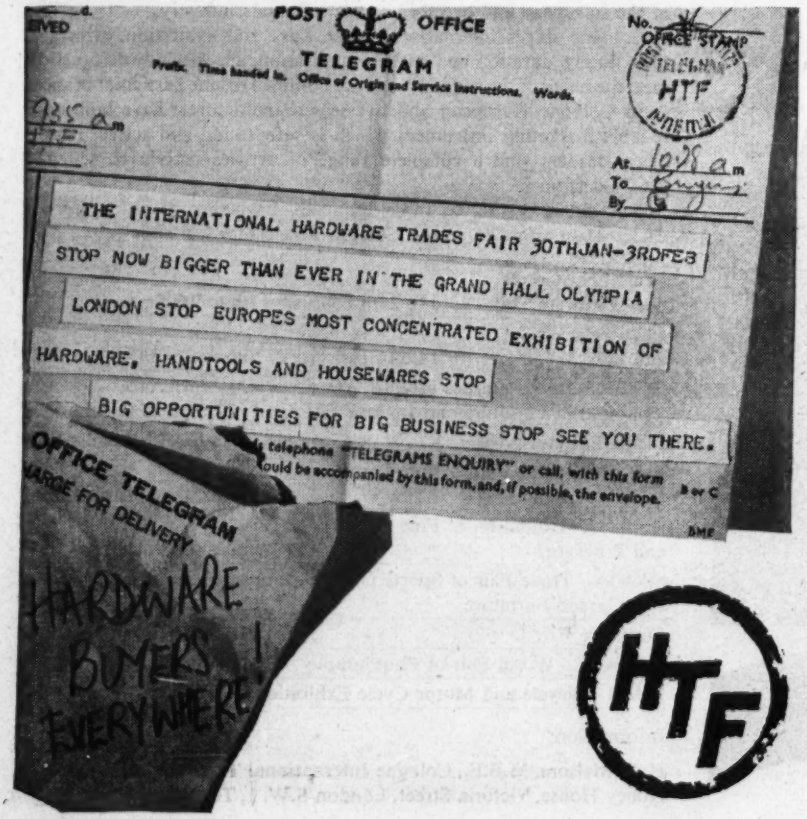
HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

£13·5m. non-project loan for India

THE Ministry of Overseas Development announce that an agreement for a loan of £13.5 million to the Government of India from the British Government was signed in New Delhi on December 5 by Shri C. S. Krishna Moorthi, Indian Ministry of Finance, and HE the Right Hon. John Freeman, the British High Commissioner.

This loan has been made available in flexible non-project form in recognition of India's need for quickly disbursable aid arising from the import liberalization measures, the current food shortages and the substantial service payments due to Britain under previous loans.

This completes Britain's aid pledge to India for 1966-67. Like the three loans totalling £17 million, signed on May 10, 1966, the new loan will be for 25 years free of interest with repayments beginning after the seventh year.

Rumania and Bulgaria

IT HAS BEEN reported that a trade and payments protocol between the Governments of Rumania and Bulgaria was signed in Bucharest on November 7 for the year 1967. The protocol allows for the doubling of trade between these two countries.

Rumania will export 2,100 hp diesel electric locomotives, oil equipment, machine tools, grain separators and other agricultural machines, building equipment, ball-bearings, oil and chemical products, consumer goods and other commodities to Bulgaria. In exchange Bulgaria will export machine tools, electric cars, electric fork lift trucks, electric hoists, electric motors, viticultural tractors and other agricultural machinery, measuring and control apparatus, accumulators for motor vehicles, ball-bearings, chemical poducts, foodstuffs, consumer goods and other products to Rumania.

In 1964 and 1965 Rumania exports to Bulgaria amounted to Lei 41.6 million and Lei 55.3 million. Imports from Bulgaria amounted to Lei 83.5 million and Lei 78.4 million respectively. (Lei 16.80=£1).

No further details are available.

All inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 9995/G.

Rumania and USSR

UNDER A bilateral trade agreement signed in Bucharest on November 14, 1966, Rumania is to deliver to the USSR machine tools, drilling rigs and other installations for the oil industry, electrotechnical appliances, ships, oil products, rolled goods and steel pipes, sodium products and other chemicals, timber, furniture and other timber products, garments, fresh and tinned fruits and vegetables and other goods.

The USSR will deliver to Rumania machine tools, lifting vehicles and building installations, electrotechnical appliances, telecommunication installations, motor cars, coke, cokable coal, iron ores, ferro-alloys, chemical products, rolled steel goods, cotton, various consumer goods and other merchandise. These proposed trade exchanges are reported to represent a value of 730 million roubles, an increase of 9 per cent in value over the trade exchanges in 1966. (£=2.52 roubles).

No further details are available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 8912/G.

British commercial representatives overseas

THE FOLLOWING amendments and additions should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on October 7:

CZECHOSLOVAKIA: *Add* (Telex 2055-Prague 511 a/b Prodrome Prague).

GHANA: *Amend* Mr. S. J. Gross' title to read – Deputy High Commissioner.
[the rest of the entry remains unchanged].

PARAGUAY: *Amend* the telephone number to read 49146.
[the rest of the entry remains unchanged].

QATAR: *After* the telephone number *Insert* (Telex 201-315 a/b Political Doha).

SOUTH AFRICA: JOHANNESBURG: *Amend* the telex number to read – 201-7115JH a/b 7115JH.
[the rest of the entry remains unchanged].

UNITED STATES: HOUSTON: *Amend* the telephone number to read – CA3-2301/2/3/4.
[the rest of the entry remains unchanged].
MINNEAPOLIS: *Add* the telegraphic address – ('Britrade, Minneapolis').

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(238/66) Steel Plates and Sections for Astilleros y Fabricas Navales del Estado. January 5, 1967. E.S.B. 45391/66.

(240/66) Vehicles for Ministerio de Economia y Obras Publicas. January 2, 1967. E.S.B. 46128/66.

(239/66) Grain Elevator Extension for Secretariat of Public Works. February 27, 1967. E.S.B. 46074/66.

AUSTRALIA

(240/66) Construction of Office Buildings for Department of Works, Barton. January 17, 1967. E.S.B. 45312/66.

(242/66) Tractors for Hydro-Electric Commission of Tasmania. January 4, 1967. E.S.B. 46177/66.*

Postmaster General's Department:

(241/66) Modulation Junction Equipment. February 28, 1967. E.S.B. 46178/66.*

(242/66) Television Translator Equipment. Further Information). E.S.B. 44174/66.*

State Electricity Commission of Queensland:

(241/66) Transformers. January 11, 1967. E.S.B. 46138/66.*

(241/66) Transformers. January 11, 1967. E.S.B. 46141/66.*

(241/66) Transformers. January 11, 1967. E.S.B. 46139/66.*

(241/66) Overhead Transmission Line. January 11, 1967. E.S.B. 46140/66.*

BURMA

Agricultural Rural Development Corporation:

(238/66) Windmill Pumping Plants. January 10, 1967. E.S.B. 45377/66.*

(239/66) Windmill Pumping Plants. January 10, 1967. E.S.B. 45376/66.*

(238/66) Air Compressors. January 10, 1967. E.S.B. 45378/66.*

(239/66) Arc Welders. January 10, 1967. E.S.B. 45379/66.*

(239/66) Pick-up Trucks. January 10, 1967. E.S.B. 45380/66.*

(238/66) Contractors' Plant and Vehicles for Irrigation Department. January 16, 1967. E.S.B. 45674/66.

Myanma Export Import Corporation:

(238/66) Sawmill Machinery. December 30. E.S.B. 45627/66.*

(238/66) Workshop Equipment. December 30. E.S.B. 45628/66.*

(238/66) Air Compressors; Fire Fighting Equipment; Pumps. December 30. E.S.B. 45630/66.*

(238/66) Drawing Office Copying Machine. December 30. E.S.B. 45397/66.*

239/66) Concrete Mixer. January 16, 1967. E.S.B. 45673/66.*

(239/66) Twist Drills. January 10, 1967. E.S.B. 45678/66.*

(239/66) Twist Drills. January 10, 1967. E.S.B. 45679/66.*

(239/66) Saws and Sawblades. January 10, 1967. E.S.B. 45686/66.*

(239/66) Ships Electrical Stores; Anchors. January 6, 1967. E.S.B. 45374/66.*

(239/66) Salamoniac Powder. January 31, 1967. E.S.B. 45620/66.*

(239/66) Load Carriers. January 16, 1967. E.S.B. 45672/66.*

(239/66) Brass Sheet. December 31. E.S.B. 46022/66.*

(239/66 Copper Sheet. December 31. E.S.B. 46023/66.*

(239/66) Vee Belts. January 10, 1967. E.S.B 45676/66.*

(239/66) Vee Belts. January 10, 1967. E.S.B. 45677/66.*

(239/66) Bearings. January 12, 1967. E.S.B. 45684/66.*

(239/66) Bearings. January 12, 1967. E.S.B. 45685/66.*

(239/66) Drills. January 10, 1967. E.S.B. 45687/66.*

(239/66) Forklift Trucks; Tractor and Trailers; Crane. January 12, 1967. E.S.B. 45692/66.*

(239/66) Dispensing Pump. February 15, 1967. E.S.B. 45373/66.*

(239/66) Pipe Couplings. December 31. E.S.B. 46005/66.*

(239/66) Laboratory Equipment and Supplies. December 30. E.S.B. 46304/66.*

(239/66) Spare Parts for Temperature Recorders. December 31. E.S.B. 46006/66.*

(239/66) Twist Drills. January 10, 1967. E.S.B. 45680/66.*

(239/66) Air Compressors. January 10, 1967. E.S.B. 45382/66.*

(239/66) Pumping Sets. January 10, 1967. E.S.B. 45383/66.*

(239/66) Pumping Sets. January 10, 1967. E.S.B. 45384/66.*

(240/66) Fuel Dispenser. February 15, 1967. E.S.B. 45696/66.*

(240/66) M.S. Angles. December 31. E.S.B. 46029/66.*

(240/66) Pump; Machine Tools. January 12, 1967. E.S.B. 45683/66.*

(240/66) Workshop Equipment. January 12, 1967. E.S.B. 45690/66.*

(240/66) Contractors' Plant. January 12, 1967. E.S.B. 45691/66.*

(240/66) Welding Equipment and Materials. January 31, 1967. E.S.B. 45694/66.*

(240/66) Vehicles. February 15, 1967. E.S.B. 45695/66.*

(240/66) Storage Tanks. February 10, 1967. E.S.B. 45697/66.*

(240/66) Diesel Generating Sets. February 6, 1967 E.S.B. 46115/66.

(240/66) Meters. January 16, 1967. E.S.B. 46116/66.

(240/66) Haulage Winch. January 16, 1967. E.S.B. 45698/66.*

(240/66) Railway Workshop Equipment. January 12, 1967. E.S.B. 45693/66.*

(241/66) M.S. Sheets. December 31. E.S.B. 46167/66.

(242/66) Belting and Hose. December 30. E.S.B. 46435/66.*

(242/66) M.S. Angle; Steel Joist. December 31. E.S.B. 46403/66.*

(242/66) Pipe Fittings. December 30. E.S.B. 46429/66.

(242/66) Welding Electrodes. December 30. E.S.B. 46434/66.*

(242/66) Valves and Stopcocks. December 29. E.S.B. 46428/66.*

(242/66) C.I. Covers and Surface Boxes. December 28. E.S.B. 46431/66.*

(242/66) Chain Saw; Gang Mower, January 16, 1967. E.S.B. 46207/66.*

(242/66) Pumps; Air Compressors. December 31. E.S.B. 46432/66.*

(243/66) Workshop Equipment and Hand Tools. December 30. E.S.B. 46293/66.*

(243/66) Steel Plates. January 10, 1967. E.S.B. 46410/66.*

(243/66) Tyres and Tubes. December 28. E.S.B. 46451/66.*

(243/66) Naphthalene Balls. December 28. E.S.B. 46457/66.*

(243/66) Plastic Sheets. December 29. E.S.B. 46463/66.*

(243/66) M.S. Sheets. December 31. E.S.B. 46484/66.*

People's Electro-Mechanical Services:

(240/66) Refrigerants. January 7, 1967. E.S.B. 46034/66.*

(243/66) Air Compressors. January 7, 1967. E.S.B. 46208/66.*

People's Oil Industry:

(239/66) Pumping Unit. February 10, 1967. E.S.B. 45622/66.*

(239/66) Oil Sampling Equipment. January 31, 1967. E.S.B. 45621/66.*

(240/66) M.S. Bar. December 31. E.S.B. 46030/66.*

(242/66) Oil of Creosote. December 31. E.S.B. 46285/66.*

(242/66) Diving Equipment for People's Pearl and Fishery Board. January 16, 1967. E.S.B. 46294/66.*

(283/66) Farming Machinery and Equipment for The Principal Veterinary Officer. Closing date not known. E.S.B. 45631/66.*

Public Works Corporation:

(239/66) Wire. January 6, 1967. E.S.B. 45635/66.*

(239/66) Pneumatic Drills and Air Compressors. January 17, 1967. E.S.B. 45633/66.*

(240/66) Wire and Cable. January 10, 1967. E.S.B. 45632/66.*

(240/66) Tyres and Tubes. January 20, 1967. E.S.B 45634/66.*

(238/66) Windmill Pumping Plant for Rural Water Supply Project. January 10, 1967. E.S.B. 45385/66.*

State Timber Board:

(238/66) Handling Equipment. December 30. E.S.B. 45629/66.*

(239/66) Chain Saws. December 30. E.S.B. 4564/66.*

(239/66) Fire Bricks. December 31. E.S.B. 45618/66.*

(239/66) Sawmill Machinery and Equipment. December 30. E.S.B. 45626/66.*

(239/66) Woodworking Machinery. December 30. E.S.B. 45648/66.*

(239/66) Electrical Equipment. December 30. E.S.B. 45650/66.*

(239/66) Cranes and Hoists. December 30. E.S.B. 45625/66.*

(243/66) G.I. Sheets; Nails. December 31. E.S.B. 46409/66.*

CANADA

(241/66) Transmission Line Equipment for British Columbia Hydro and Power Authority. February 14, 1967. E.S.B. 46173/66.

(240/66) Hydro-Electric Generating Station for Manitoba Hydro. (Further Information.) Closing date January 26, 1967. Tender documents now available. E.S.B. 34376/66.*

CANARY ISLANDS

(242/66) Water Tankers for Excmo Ayuntamiento de Las Palmas de Gran Canaria. January 2, 1967. E.S.B. 46180/66.

† **The Export Service Bulletin,** a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs *only* £10 10s.

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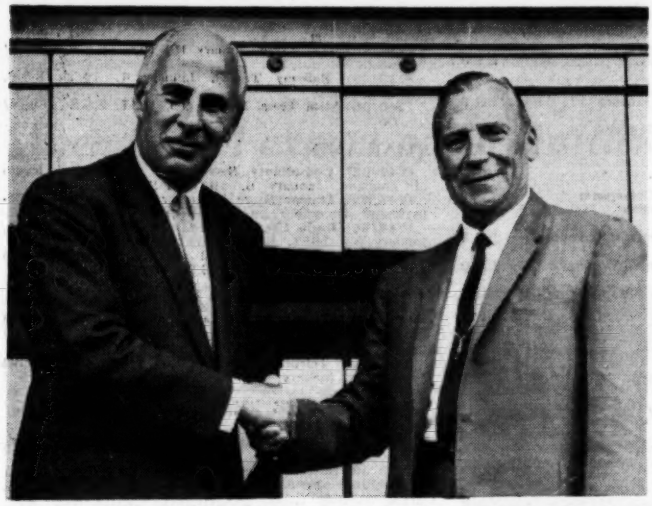
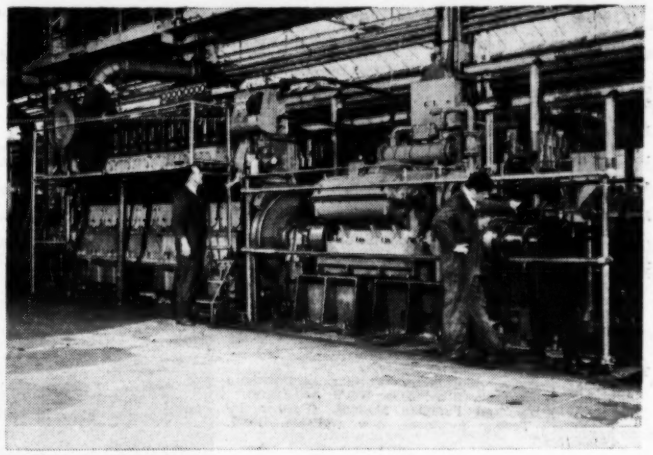


Mr. D. A. Field (left), director and general manager of Prestcold Limited, greeting Mr. Keith Doyle, general manager and executive director of McAlpine Limited, distributors, since 1948, of Prestcold equipment in New Zealand, during Mr. Doyle's recent visit to the United Kingdom.



1,250 bhp Allen diesel engine and Lohmann & Stolterfoht marine gearbox on test at the works of W. H. Allen Sons & Company Ltd. This is the first of two propulsion sets for trawlers being built by Brooke Marine Ltd., for Amalgamated Fisheries Co. (Pty.) Limited, Cape Town.

CEYLON

Ceylon Transport Board:

(242/66) Glass. January 28, 1967. E.S.B. 46254/66.

(242/66) Foam Cushions. December 28. E.S.B. 46255/66.

(240/66) Trailers for Department of Civil Aviation. January 7, 1967. E.S.B. 46061/66.*

(242/66) Tin Dockets for Department of Posts and Telecommunications. December 29. E.S.B. 46246/66.

Ministry of Agriculture and Food:

(240/66) Gunny Sacks. December 30. E.S.B. 46059/66.*

(242/66) Tractors; Disc Harrows; Trucks. January 8, 1967. ES.B. 46210/66.*

(242/66) Vehicles for Ministry of Finance. January 31, 1967. E.S.B. 46245/66.

(242/66) Construction of Apartments for Ministry of Labour, Employment and Housing. March 1, 1967. E.S.B. 46201/66.

(242/66) Ice Cream Vans for National Milk Board. January 31, 1967. E.S.B. 46209/66.*

COLOMBIA

(241/66) Civil Engineering Project (Pre-qualification) for Instituto Colombiana de Reforma Agraria. January 23, 1967. E.S.B. 46144/66.

(242/66) Foundry and Laboratory Equipment for Servicio Nacional de Aprendijaje "SENA". February 15, 1967. E.S.B. 46203/66.*

COSTA RICA

(243/66) Electrical Equipment for El Instituto Costarricense de Electricidad. February 16, 1967. Tender documents (in Spanish) available. E.S.B. 46455/66.*

CYPRUS

(242/66) Syringes and Needles for Ministry of Health. January 14, 1967. E.S.B. 46206/66.*

EL SALVADOR

(241/66) Paper Clips for La Proveeduria General de la Republica. January 9, 1967. Tender documents (in Spanish available. E.S.B. 46189/66.*

FORMOSA

Central Trust of China:

(240/66) Ambulance. December 28. E.S.B. 46083/66.*

(240/66) Filtration Apparatus. December 29. E.S.B. 46086/66.*

(242/66) Oil Filter. December 28. E.S.B. 45959/66.*

(242/66) Accessories for Blanking Presses. January 20. 1967. E.S.B. 46192/66.*

(242/66) Heat Exchanger Tubes. December 30. E.S.B. 46198/66.*

(242/66) Bearings. January 9, 1967. E.S.B. 46200/66.*

(242/66) Lightning Arresters. December 29. E.S.B. 46281/66.*

(242/66) Transformers. December 28. E.S.B. 46282/66.*

(242/66) Pipe Fittings and Couplings. December 28. E.S.B. 46193/66.*

(242/66) Cable Accessories. December 28. E.S.B. 46194/66.*

(242/66) Steam Distillator. December 30. E.S.B. 46196/66.*

(242/66) Activated Alumina. December 30. E.S.B. 46197/66.*

(242/66) Rotary Air Compressors. December 31. E.S.B. 46199/66.*

(242/66) Gas Analyzer. January 12, 1967. E.S.B. 46190/66.*

(242/66) Pump. December 31. E.S.B. 46265/66.*

(242/66) Agricultural Chemicals December 29. E.S.B 46270/66.*

(243/66) Steel. January 10, 1967. E.S.B. 46266/66.*

(243/66) Tools and Equipment. January 10, 1967. E.S.B. 46267/66.*

(243/66) Air Injectors and Brewery. January 7, 1967. E.S.B. 46275/66.*

(243/66) Mild Steel. January 6, 1967. E.S.B. 46276/66.*

(243/66) Silicon Steel Sheets. January 6, 1967. E.S.B. 46283/66.*

GREECE

(240/66) Animal Feed Mills for Agricultural Bank of Greece. (Further Information.) Closing date postponed to March 2, 1967. ES.B. 17901/66.*

(240/66) Salt Glazed Ware Pipes for Drainage Organization of the Capital. December 30. E.S.B. 46111/66.*

(242/66) Steam Generating Plant for Free Zone of Salonika Port Authority. January 13, 1967. E.S.B. 46176/66.*

Ministry of Commerce:

(240/66) V.H.F. Transformers. January 11, 1967. E.S.B. 46112/66.*

(240/66) Typographic Machinery. (Further Information) Re-issue of tender for 5 of the items. Closing date December 21. E.S.B. 31730/66.*

Public Power Corporation:

(241/66) Transmission Line and Equipment. (Prequalification Information.) March 31, 1967. E.S.B. 46175/66.

(242/66) Miscellaneous Equipment. December 28, 1966 to January 10, 1967. E.S.B. 46212/66.

ICELAND

(240/66) Oak for Reykjavik Purchasing Centre. December 28. E.S.B. 46133/66.

INDIA

(239/66) Saw Grinder for Beas Purchase Organization. February 1, 1967. E.S.B. 46052/66.*

(240/66) Silicon Rectifier for Chittaranjan Locomotive Works. (Further Information.) Closing date postponed to January 6, 1967, and amendments made to specification. E.S.B. 38848/66.*

Directorate General of Supplies and Disposals:

(240/66) Off Set Press. December 30. E.S.B. 46049/66.*

(240/66) Slot Milling and Keyway Cutting Machine. January 18, 1967. E.S.B. 46047/66.*

(240/66) Pig Lead. January 17, 1967. E.S.B. 46050/66.*

(240/66) Armature Banding Machine. January 17, 1967. E.S.B. 46046/66*

(241/66) Construction of Power House for Gujarat Electricity Board. January 16, 1967. E.S.B. 46131/66.

Kerala State Electricity Board:

(239/66) Construction of Tailrace Tunnel and Open Channel. December 30. E.S.B. 45363/66.*

(242/66) Grinders. January 10, 1967. E.S.B. 46290/66.*

(241/66) Aluminium Ingots and Steel Rods for Koyna Hydro Electric Project. January 30, 1967. E.S.B. 46129/66.

(241/66) Power Line Project for Madras State Electricity Board. (Further Information.) Closing date further postponed to 12 noon on December 28. E.S.B. 34903/66.*

Ministry of Railways:

(240/66) Steel Sheets and Plates. (Further Information.) E.S.B. 44289/66.*

(240/66) Wheel Sets. (Further Information.) E.S.B. 44290/66.

(240/66) Dam Construction for Municipal Corporation of Greater Bombay. January 24, 1967. E.S.B. 46130/66.

(243/66) Coal Handling Plant for Neyveli Lignite Corporation. January 25, 1967. E.S.B. 46288/66.

IRAN

Iranian Tobacco Monopoly:

(241/66) Cable. February 20, 1967. E.S.B. 46153/66.*

(241/66) Milling Machine. February 18, 1967. E.S.B. 46152/66.*

Steel Corporation of Iran:

(240/66) Loco-Tractors. February 18, 1967. E.S.B. 46070/66.*

(241/66) Compressor-Tractors. (Further Information.) Number of vehicles required has been increased to three. E.S.B. 42748/66.*

IRAQ

(238/66) Garage Equipment for Administration of Distribution of Oil Products. December 31. E.S.B. 45637/66.*

Central Foreign Purchasing Board:

(239/66) Fire Fighting Clothing. January 22. 1967. E.S.B. 45641/66.*

(239/66) Radio Equipment. January 22. 1967. E.S.B. 45642/66.*

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(239/66) Laboratory Glassware. February 28, 1967. E.S.B. 46068/66.
(241/66) Light Rescue Vehicles. February 5, 1967. E.S.B. 46159/66.
(241/66) Fire Fighting Clothing for Director General of Civil Aviation. (Further Information.) Tender documents now available. E.S.B. 45641/66.*
(240/66) Paint for Government Oil Refinery. (Further Information.) E.S.B. 44574/66.*
(241/66) Cast Iron Fittings for Iraqi Ports Administration. December 29. E.S.B. 46161/66.
(240/66) Boarding for Iraqi Tobacco Co. December 30. E.S.B. 46160/66.
(241/66) Alternator Sets for Ministry of Defence. January 28, 1967. E.S.B. 46162/66.*
(238/66) Ceramic Plant for Ministry of Industry. (Further Information) Closing date further postponed to January 31, 1967. E.S.B. 14399/66.
Ministry of Municipalities and Works:
(238/66) Water Supply Scheme. (Further Information) E.S.B. 42628/66.*
(239/66) Diesel Electric Sets. February 14, 1967. E.S.B. 45636/66.*
(239/66) Power House Construction and Equipment. February 7, 1967. E.S.B. 45638/66.
The Sewage Board, Baghdad:
(241/66) Pumping Machinery. (Further Information.) Tender documents now available. E.S.B. 44132/66.*
(241/66) Sewer and Pumping Stations. (Further Information.) Tender documents now available. E.S.B. 44123/66.*

IRISH REPUBLIC

(241/66) Micromesh Strainer for Corporation of Sligo. January 19, 1967. E.S.B. 46156/66.

JORDAN

Jordan Jerusalem District Electricity Co. Ltd.:
(241/66) Stay Rods. January 9, 1967. E.S.B. 46148/66.*
(241/66) Copper Conductor. January 9, 1967. E.S.B. 46149/66.*
(241/66) Transformers. January 9, 1967. E.S.B. 46150/66.*

KOREA

(240/66) Carbon-Dioxide Compressors for Oriental Chemical Industry Co. Ltd. January 20, 1967. E.S.B. 46117/66.*

LEBANON

(242/66) Transformer for Le Conseil Executif des Grands Projets. January 4, 1967. E.S.B. 46226/66.

MALAYSIA

(239/66) Forklift Trucks for Penang Port Commission. December 31. E.S.B. 46089/66.
(240/66) Water Treatment Plant and Equipment for Public Works Department. February 24, 1967. E.S.B. 46094/66.*
Royal Malaysia Police Headquarters:
(240/66) Blankets. January 18, 1967. E.S.B. 45417/66.*
(240/66) Ponchos. January 18, 1967. E.S.B. 46098/66.*
(240/66) Raincoats. January 18, 1967. E.S.B. 46099/66.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(239/66) Handcarts. December 28. E.S.B. 45387/66.
(239/66) Spare Parts. January 4, 1967. E.S.B. 45388/66.
(239/66) Miscellaneous Spares. January 6, 1967. E.S.B. 45389/66.
(239/66) Railway Signalling System. March 15, 1967. E.S.B. 45390/66.

NETHERLANDS

Directorate General of Waterways:
(243/66) River Maintenance Works. January 4, 1967. E.S.B. 46402/66.
(243/66) Construction of Pumping Station. January 6, 1967. E.S.B. 46401/66.*

NEW ZEALAND

General Post Office:
(241/66) VHF/UHF Receiver. January 30, 1967. E.S.B. 46126/66.*
(242/66) Abrasives. January 27, 1967. E.S.B. 46229/66.*
(243/66) Files and Rasps. January 31, 1967. E.S.B. 46228/66.*
Ministry of Works:
(238/66) Diesel Generator. January 17, 1967. E.S.B. 45400/66
(240/66) Cotton Sheeting. January 16, 1967. E.S.B. 46127/66.*

PAKISTAN

Directorate of Industries and Commerce:
(240/66) Laboratory Equipment. January 5, 1967. E.S.B. 46020/66.
(240/66) Laboratory Chemicals. December 28. E.S.B. 46013/66.
(240/6) Laboratory Chemicals. December 28. E.S.B. 46012/66.
(240/66) Laboratory Apparatus. January 2, 1967. E.S.B. 46017/66.
(240/66) Analytical Balances. January 3, 1967. E.S.B. 46018/66.
(240/66) Laboratory Chemicals. December 29. E.S.B. 46014/66.
(240/66) Laboratory Equipment. December 30. E.S.B. 46015/66.
(240/66) Laboratory Apparatus and Glassware. December 31. E.S.B. 46016/66.
Directorate of Supply:
(240/66) Electrical Equipment; Tools. (Further Information.) Tender repeated in respect of 43 items. Closing date now January 16, 1967. E.S.B. 3781/66.*
(240/66) Laboratory Equipment. December 29. E.S.B. 46103/66.*
Pakistan Eastern Railway:
(240/66) Fans. December 31. E.S.B. 45365/66.
(240/66) Copper Wire. December 31. E.S.B. 45366/66.

PERU

(239/66) Agricultural and Constructional Equipment for Cororacion Financiera de la Reforma Agraria. February 19, 1967. E.S.B. 46054/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(242/66) Office Stationery. January 6, 1967. E.S.B. 46183/66.*
(242/66) Corrugated Cartons. January 10, 1967. E.S.B. 46187/66.*
(242/66) Drilling Bits and Reamers. January 6, 1967. E.S.B. 46186/66.*
(242/66) Towelling. January 10, 1967. E.S.B. 46184/66.*
(242/66) Laundry Machinery. January 13, 1967. E.S.B. 46185/66.*
South West Africa Administration:
(242/66) Stationery. January 3, 1967. E.S.B. 46220/66.
(242/66) Stationery. January 3, 1967. E.S.B. 46222/66.*
(242/66) Mattresses. January 3, 1967. E.S.B. 46214/66.*
(242/66) Camera. January 3, 1967. E.S.B. 46213/66.*
(242/66) Microscopes. January 3, 1967. E.S.B. 46215/66.*
(242/66) Steel Filing Cabinets. January 3, 1967. E.S.B. 46216/66.*
(242/66) Hydraulic Garage Press. January 3, 1967. E.S.B. 46218/66.*
(242/66) School Supplies. January 3, 1967. E.S.B. 46219/66.*
(242/66) Lawn Mower. January 3, 1967. E.S.B. 46225/66.*
(242/66) Adhesive Tape; Water Colours. January 3, 1967. E.S.B. 46223/66.*
(242/66) Paper. January 3, 1967. E.S.B. 46221/66.*
(242/66) Filter Tubes. January 3, 1967. E.S.B. 46217/66.*
(242/66) Steel Buildings. January 3, 1967. E.S.B. 46224/66.*
State Tender Board:
(240/66) Cable. January 9, 1967. E.S.B. 46123/66.*
(240/66) Veterinary Supplies. January 9, 1967. E.S.B. 46125/66.*
(240/66) Handcuffs; Whistles. January 10, 1967. E.S.B 46120/66.*
(240/66) Electronic Test Equipment. January 16, 1967. E.S.B. 46121/66.*
(240/66) Laboratory Equipment, etc. January 6, 1967 E.S.B. 46124/66.*
(241/66) Air Cooled Engines. January 5, 1967. E.S.B. 46119/66.*

SPAIN

(241/66) Thermal Power Plant for Ministry of Industry. February 26, 1967. E.S.B. 46168/66.

SUDAN

Sudan Railways:
(239/66) Steel Tyres. January 19, 1967. E.S.B. 45394/66.*
(239/66) Railway Trucks. January 4, 1967. E.S.B. 45395/66.*
(240/66) Steel Tyres. January 19, 1967. E.S.B. 46064/66.*

THAILAND

(242/66) Consultancy Service for Aeronautical Radio of Thailand. January 6, 1967. E.S.B. 46258/66.
(243/66) Tractor Spare Parts for Royal Irrigation Department. December 29. E.S.B. 46473/66.
(242/66) Bogie Chassis for State Railways of Thailand. January 25, 1967. E.S.B. 46251/66.
(243/66) Aluminium Foil for Thailand Tobacco Monopoly. December 28. E.S.B. 46468/66.

TURKEY

(241/66) Gasometer for Ankara Electricity Gas and Bus Administration. February 10, 1967. E.S.B. 46137/66.*
(241/66) Teleprinter Equipment for P.T.T. Genel Mudurlugu. January 16, 1967. E.S.B. 46136/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(239/66) Electric Lamps. January 16, 1967. E.S.B. 46066/66.
(239/66) Switches. December 31. E.S.B. 46065/66.
(239/66) Abrasive Paper. January 16, 1967. E.S.B. 46067/66.
(241/66) Gauge Glasses. (Further Information.) (Re-issue of tender.) January 4, 1967. E.S.B. 29819/66.
(241/66) Steel. (Further Information.) (Re-issue of tender.) January 17, 1967. E.S.B. 13135/66.
(241/66) Cables for Telecommunications Organization. February 15, 1967. E.S.B. 46172/66.*

URUGUAY

National Ports Administration:
(239/66) Plastic Magnesia. January 16, 1967. E.S.B. 45610/66.
(239/66) Iron and Steel. January 17, 1967. E.S.B. 45609/66.
State Electricity Board:
(238/66) Transformer Oil. 1st Call December 28; 2nd Call January 3, 1967. E.S.B. 45615/66.
(239/66) Concrete Pipes and Ducts. 1st Call January 11, 1967. 2nd Call January 17, 1967. E.S.B. 45614/66.
(239/66) Electrical Equipment. 1st Call January 24, 1967. 2nd Call January 30, 1967. E.S.B. 45616/66.
(239/66) Insulating Oil Drying Equipment. 1st Call January 25, 1967; 2nd Call January 31, 1967. E.S.B. 45617/66.
(238/66) Fertilizer Plant for State Petroleum Board. (Further Information.) Closing date further postponed to February 21, 1967. E.S.B. 33138/66.*
University of Labour:
(238/66) Machines and Tools for Mechanical Workshops. December 28. E.S.B. 45660/66.
(238/66) Carpenters' Tools. December 28. E.S.B. 45659/66.
(239/66) Agricultural Machinery. December 29. E.S.B. 45662/66.

VIETNAM

Central Purchasing Authority:
(242/66) Pharmaceuticals. December 28. E.S.B. 46443/66.*
(243/66) Textile Testing Equipment. December 28. E.S.B. 46442/66.*

ZAMBIA

City of Lusaka Council:
(240/66) Penstocks. January 23, 1967. E.S.B. 46093/66.
(241/66) Steel Piping. December 30. E.S.B. 46142/66.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

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Aden
(238/66) Agency inquiry for cotton voiles; foodstuffs; furniture. E.S.B. 45240/66.

Australia
(239/66) Inquiry for air conditioners; domestic appliances; garden machinery; hand tools; prefabricated building parts. E.S.B. 45436/66.
(239/66) Inquiry for switches. E.S.B. 45256/66.
(241/66) Inquiry for mobile compressors. E.S.B. 45870/66.
(243/66) Inquiry for electrical equipment. E.S.B. 46392/66.

Austria
(239/66) Agency inquiry for food industry machinery and equipment; packing machinery; printing machines; textile industry machinery; woodworking machinery. E.S.B. 45425/66.

Bolivia
(239/66) Inquiry for yarn. E.S.B. 45542/66.
(240/66) Inquiry for explosives; iron and steel products; wire mesh. E.S.B. 45403/66.

British Honduras
(242/66) Agency inquiry for electric drills; screws; water coolers; wire rope. E.S.B. 45924/66.
(242/66) Agency inquiry for infants' clothing; lamp shades; perambulators; vacuum flasks. E.S.B. 45908/66.
(242/66) Inquiry for burglar alarm systems. E.S.B. 45915/66.

Burma
(239/66) Inquiry for aluminium jacketing. E.S.B. 46033/66.

Canada
(240/66) Agency inquiry for pipeline strainers. E.S.B. 32992/66.
(238/66) Inquiry for chemicals; engineering products; hearing aids; medicines. E.S.B. 38066/66.
(240/66) Inquiry for chamois cloths. E.S.B. 45277/66.
(240/66) Inquiry for cotton twine. E.S.B. 44770/66.
(241/66) Inquiry for unit boards. E.S.B. 45485/66.
(242/66) Inquiry for cutting and moulding presses. E.S.B. 45585/66.
(242/66) Inquiry for electric lamps. E.S.B. 45875/66.

Ceylon
(238/66) Agency inquiry for corned beef; vacuum injecting machine. E.S.B. 45239/66.
(241/66) Inquiry for packing machinery. E.S.B. 39942/66.

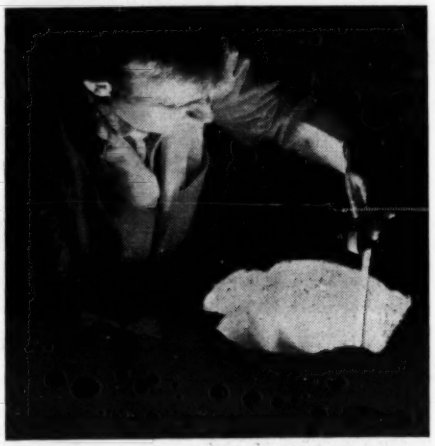
Cyprus
(240/66) Agency inquiry for air conditioning units; radio and TV sets. E.S.B. 42912/66.
(240/66) Agency inquiry for foodstuffs. E.S.B. 45407/66.

Czechoslovakia/Iceland
(239/66) Trade Agreement. C.R.E. 6241/G.

Denmark
(242/66) Agency inquiry for carpet felting; upholstery fabric. E.S.B. 45839/66.

Finland
(239/66) Agency inquiry for foundry equipment; metals. E.S.B. 45476/66.
(241/66) Agency inquiry for varnish. E.S.B. 45729/66.
(242/66) Agency inquiry for fabrics. E.S.B. 46374/66.
(243/66) Agency inquiry for sealing tape. E.S.B. E.S.B. 45426/66.

†For further details on the Export Service Bulletin see page 1532.



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France
(240/66) Agency inquiry for women's clothing. E.S.B. 36856/66.
(242/66) Agency inquiry for first-aid and drug store supplies. E.S.B. 45935/66.
(242/66) Agency inquiry for public works and building equipment. E.S.B. 45934/66.
(243/66) Agency inquiry for carpets; furnishing fabrics. E.S.B. 46378/66.
(243/66) Agency inquiry for lighting and electrical equipment. E.S.B. 46388/66.
(243/66) Direct London-Lyons Air Link. I.D. 5620.
(24546/66) Inquiry for mackintoshes. E.S.B. 45838/60.

Germany, Federal Republic of
(239/66) Agency inquiry for confectionery. E.S.B. 45535/66.
(239/66) Agency inquiry for domestic appliances; giftware and novelties. E.S.B. 45520/66.
(239/66) Agency inquiry for plastic products. E.S.B. 45486/66.
(238/66) Inquiry for printing machines. E.S.B. 45462/66.
(239/66) Inquiry for heating equipment; sanitary equipment. E.S.B. 45509/66.
(239/66) Inquiry for movie films. E.S.B. 45272/66.
(240/66) Inquiry for building materials. E.S.B. 45523/66.
(240/66) Import Opportunities. C.R.E. 66/65.

India
(239/66) Industrial Development. E.S.B. 45170/66.
(241/66) Agency inquiry for textile machinery. E.S.B. 45766/66.

Italy
(239/66) Agency inquiry for hot water equipment; pumps. E.S.B. 45440/66.
(240/66) Agency inquiry for whisky. E.S.B. 45818/66.
(243/66) Agency inquiry for foodstuffs. E.S.B. 26620/66.
(242/66) Inquiry for aluminium alloys. E.S.B. 46335/66.
(243/66) Inquiry for air conditioners; coal and coke; heating equipment. E.S.B. 46384/66.
(243/66) Inquiry for toys. E.S.B. 46375/66.

Italy/Sweden
(243/66) Trade Agreement. C.R.E. 9708/G.

Italy/Switzerland
(243/66) Trade Agreement. C.R.E. 4006/G.

Jordan
(241/66) Inquiry for diving equipment. E.S.B. 45898/66.

Libya
(240/66) Inquiry for printing machinery. E.S.B. 45412/66.

Mexico
(240/66) Agency inquiry for grain fertilizer drills. E.S.B. 45518/66.
(240/66) Inquiry for tanning materials manufacturing machinery. E.S.B. 35642/66.

Morocco
(239/66) Inquiry for chemical machinery. E.S.B. 32460/66.

New Zealand
(242/66) Agency inquiry for women's woollen clothing; men's suitings. E.S.B. 46334/66.
(243/66) Inquiry for paper making machinery. E.S.B. 43438/66.

Nigeria
(242/66) Inquiry for blankets; footwear; towels E.S.B. 45996/66.
(243/66) Inquiry for fish grading machinery. E.S.B. 46377/66.

Philippines, Republic of the
(240/66) Inquiry for machinery and raw materials for making welding rods. E.S.B. 28568/66.

Rumania/Syrian Arab Republic
(239/66) Trade Agreement. C.R.E. 2568/G.

Saudi Arabia
(239/66) Inquiry for neon lighting manufacturing equipment. E.S.B. 45487/66.

South Africa
(239/66) Agency inquiry for footwear and handbag accessories. E.S.B. 44679/66.
(239/66) Agency inquiry for woollen piece goods. E.S.B. 45430/66.
(241/66) Inquiry for aluminium coating machinery. E.S.B. 45921/66.

Spain
(238/66) Agency inquiry for ticket issuing machines. E.S.B. 26161/66.

Spain/East Germany
(239/66) Payments Agreement. C.R.E. 4136/G.

Spain/Poland
(239/66) Payments Agreement. C.R.E. 12556/G.

Sudan
(240/66) Import restrictions.

Sweden
(242/66) Agency inquiry for aluminium semis manufactures. E.S.B. 45970/66.

Switzerland
(239/66) Agency inquiry for dresses. E.S.B. 45689/66.
(241/66) Agency inquiry for dresses. E.S.B. 45913/66.

Trinidad and Tobago/Yugoslavia
(240/66) Trade Agreement. C.R.E. 187000/G.

Turkey
(241/66) Agency inquiry for electric motors; shipbuilding plates; sub-station equipment; transformers. E.S.B. 45963/66.

United States of America
(240/66) Agency inquiry for machine tools. E.S.B. 45793/66.
(239/66) Inquiry for bagpipes and parts; clothing. E.S.B. 45471/66.
(239/66) Inquiry for machine tools. E.S.B. 45543/66.
(239/66) Manufacture under licence in Britain – industrial and scientific products. E.S.B. 42446/66.
(240/66) Inquiry for aircraft components. E.S.B. 45543/66.
(241/66) Inquiry for stainless steel scrap. E.S.B. 45847/66.
(241/66) Inquiry for wire. E.S.B. 45587/66.
(243/66) Inquiry for wheel rims. E.S.B. 46387/66.

Venezuela
(239/66) Inquiry for electric motors. E.S.B. 43544/66.

Zambia
(239/66) Agency inquiry for business calendars; diaries; novelty advertising kifts; woven labels. E.S.B. 45497/66.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 1323 of November 25 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Pirelli director's Australian trip

MR. JOHN DAVIES, director and general sales manager of Pirelli Ltd., left on November 20 for Australia. He planned to spend two weeks visiting every Australian state and Tasmania to boost the company's exports in tyres and other products. Australian sales of Pirelli tyres and other products have trebled in the past two years, and the Pirelli Cinturato is claimed to be the country's biggest selling radial ply tyre.

Spanish visit

MR. J. CATHERALL, commercial sales manager of USI Engineering Ltd., Warrington, left for Spain on November 21 to visit potential customers and follow up important inquiries which are currently being negotiated for Usi-Cumberland plastics size reduction machinery. During his two-week visit he was accompanied by Mr. J. Shafferman, the company's territorial sales manager for Western Europe, who is based in Paris.

To visit Cape Town factory

MR. J. MINTZ, deputy chairman and managing director of the Selincourt organization, left Britain on the 'Edinburgh Castle' for South Africa on December 2, to visit the company's lace and net factory outside Cape Town. During his stay he will examine the group's activities generally and contact the agents of various Selincourt subsidiaries.

Two months in Africa and Middle East

MR. G. W LOCKHART, managing director of George Lockhart & Co. Ltd., Ashton-under-Lyne, and the company's works manager, Mr. J. B. Ratcliffe, are to make a two-month tour in the New Year covering West and East Africa and the Middle East. The objective will be to boost sales of the company's pharmaceutical products as well as of other goods introduced to them under the pick-a-back scheme. The company claim that their current exports are running at 25 per cent higher than a year ago and they are optimistic of continuing this expansion.

AEI men off to Czechoslovakia

AEI ENGINEERS will fly to Czechoslovakia this month to follow up a recent visit by a delegation of the Czechoslovak Chamber of Commerce to Britain. AEI are interested in selling traction equipment and widening the range of electrical equipment supplied to industry in Czechoslovakia.

The 'Al Sabr', a 40 ft. fishing boat which the Porthleven Shipyard Limited, Cornwall, have recently completed for the Fisheries Department of the Aden Protectorate. The boat has a beam of 15 ft., and draught of 5 ft.; and she is constructed of 1 in. plywood on oak frames, with an oak keel. The hull is sheathed with Cascover Nylon Sheathing to 6 in. above the water line. The fishroom is refrigerated, and has a capacity of approximately 500 cu. ft. The vessel has a Kelvin R.6 diesel main engine with a 15 hp Petter as auxiliary.

Export drive by Ruston-Bucyrus

MR. F. WILDMORE, deputy managing director of Ruston-Bucyrus Ltd., the Lincoln crane and excavator manufacturer, returned to Britain on December 11 from a 28-day tour of the Far East, Australasia and South Africa. The purpose of his tour was to visit all of the company's distributors in these areas as part of a drive to extend export markets. It follows a highly successful European Distributors' Conference held in London during November. Ruston-Bucyrus Ltd., currently exports over 50 per cent of its total production and has distributors in over 100 countries.

Boom in European demand for PTFE

ICI PLASTICS Division's mobile PTFE (polytetrafluoroethylene) exhibition unit returned to Welwyn on December 5 after a three-month tour of industrial concerns in Scandinavia. Mr. R. L. Douglas, general sales manager for 'Fluon', ICI's brand of PTFE, said that exports would be over 50 per cent higher this year than in 1965, earning the company between one and two million pounds in foreign currency. Despite increasing competition, ICI is currently selling more PTFE on the Continent than any other European producer. Usage of PTFE in Europe, including Eastern Europe countries, will be nearly 2,000 tons next year.

30,000-mile selling spree

MR. D. MORRIS, export director of Rose, Morris & Co. Ltd., the London musical instrument firm which is a member of the Grampian Holdings Group, has just returned from a 30,000-mile seven-week trip to Africa, Australia and the Far East. He reports orders worth £50,000 placed from Kenya, Zambia, S. Africa, Australia, New Zealand, Hong Kong, Singapore and Malaysia. Business done in Hong Kong, Singapore and Malaysia alone is 50 per cent up.

Promoting whisky sales

MR. W. G. FARQUHARSON, chairman and managing director of Arthur Bell & Sons Ltd., distillers, Perth, has just returned from a successful three-week tour of the United States which took in the New York area and Kentucky. Talking about the progress they were making in the United States, Mr. Farquharson said their depletions were up 40 per cent on last year. Bell's claim to have a higher percentage of sales in Scotland than any other scotch.

To look at agricultural mechanization

MR. J. W. BEITH, vice-president of Massey-Ferguson Ltd. and managing director of Massey-Ferguson (Export) Ltd., is on a seven-week, 10-country tour of Middle Eastern countries to look at the problems associated with agricultural mechanization in the further development of agriculture in the area. He will meet senior officials and businessmen in Turkey, Libya, Cyprus, Ethiopia, Sudan, Jordan, the Trucial States, Iraq, Iran and Afghanistan.

Mr. Victor H. Watson, managing director of John Waddington Ltd. wishes driver Mr. Paul Jenkins and co-driver Mr. Henry Thompson a safe journey as they leave John Waddington's Leeds factory for Nuremberg with an order for games. This particular consignment, part of a £30,000 order consists of 5,000 Future Scientist kits destined for Quelle, the German mail order firm. The journey to Nuremberg from Leeds was expected to take a little over 30 hours.

Board of Trade – Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries in relation thereto should be addressed to the nearest Official Receiver. A list of Official Receivers with office addresses and telephone numbers is given below.

Bankruptcy – High Court
Victory House, Kingsway, London, W.C.2.
(Tel. HOLborn 7641. Code: 01 HOL.)
W. Whitehead, W. H. Haigh, J. L. Williams.

Companies Winding-up – High Court
Inveresk House, 346 Strand, London, W.C.2.
(Tel TEMple Bar 7733, Code: 01 TEM.)
A. T. Cheek, C. A. Taylor, H. C. Gill.

Birmingham
Commercial Union House, Martineau Square, Birmingham 2. (Tel. Central 8831/7. Code: 021 CEN.)
A. D. Gwyther, J. F. O'Reilly.

Bournemouth
37/43 St. Peter's Road, Bournemouth. (Tel.: Bournemouth 28208/9. Code: OBO 2.)
A. H. Horler.

Bradford
West Riding House, Cheapside, Bradford. (Tel. Bradford 33651. Code: OBR 4.)
P. A. Lawrence.

Brighton
8 Old Steine, Brighton 1. (Tel. Brighton 64301-4. Code: OBR 3.)
T. H. Parker.

Bristol
Avon House, Telephone Avenue, Bristol 1. (Tel. Bristol 22852. Code: OBR 2.)
G. W. Sisman.

Cambridge
49 Bateman Street, Cambridge. (Tel. Cambridge 53930 and 59646. Code: OCA 3.)
R. A. D. Copper.

Canterbury
Lombard House, 12-17 Upper Bridge Street) Canterbury. (Tel. Canterbury 65037. Code: OCA 7
A. R. Haigh.

Cardiff
County Court Buildings, Westgate Street, Cardiff. (Tel. Cardiff 30575. Code: OCA 2.)
B. J. Longley.

Croydon
Park House, 22 Park Street, Croydon. (Tel. MUNicipal 4961. Code: 01 MUN.)
E. C. Sherwood.

Exeter
Eastgate House, High Street, Exeter. (Tel. Exeter 55445. Code: OEX 2.)
A. J. Seldon.

Gloucester
Grosvenor House, Station Road, Gloucester. (Tel. Gloucester 21658. Code: OGL 2.)
H. W. Kirkwood

Hull
Burton's Buildings, Alfred Gelder Street, Hull, Yorks. (Tel. Hull 23720 and 23729. Code: OHU 2.)
J. E. Friend.

Ipswich
3-5 Northgate Street, Ipswich. (Tel. Ipswich 52264. Code: OIP 3.)
T. A. Tuck.

Kendal
Eskdale House, Shap Road, Kendal. (Tel. Kendal 1741.)
J. Tye.

Leeds
Pearl Chambers, East Parade, Leeds 1. (Tel. Leeds 28011/2. Code: OLE 2.)
W. A. Bishop.

Leicester
Prospect House, 94 Regent Road, Leicester. (Tel. Leicester 22251-3. Code: OLE 3.)
H. Roach.

Liverpool
West Africa House, 25 Water Street, Liverpool 2. (Tel. Central 8397/8. Code: 051 CEN.)
R. W. F. Pagan.

Manchester
Townbury House, 11 Blackfriars Street, Salford 3. (Tel. Deansgate 7771-3, 3970 and 4009. Code: 061 DEA.)
W. H. Meredith, A. N. Percy.

Newcastle-upon-Tyne
3rd Floor, St. Nicholas Buildings, 4 St Nicholas Street, Newcastle-upon-Tyne 1. (Tel. Newcastle 21104/5. Code: ONE 2.)
W. Armstrong.

Northampton
6 Cheyne Walk, Northampton.
(Tel. Northampton 37288. Code: ONO 4.)
R. A. D. Copper.

Norwich
Davey House, Castle Meadow, Norwich, Norfolk, NOR 01D. (Tel. Norwich 28983/4. Code: ONO 3.)
T. A. Tuck.

Nottingham
1 Collin Street, Nottingham. (Tel. Nottingham 51596-8. Code: ONO 2.)
W. W. Jordan.

Plymouth
63 New George Street, Plymouth. (Tel. Plymouth 68554. Code: OPL 2.)
W. A. Driskell.

Reading
Prospect House, 44/52 Oxford Road, Reading. (Tel. Reading 56459. Code: ORE 4.)
R. G. Goddard.

Rochester
40 St. Margaret's Street, Rochester.
(Tel. Chatham 42603. Code: OME 4.)
A. R. Haigh.

St. Annes
St. Annes House, Wood Street, St. Annes-on-Sea, Lancashire. (Tel. St. Annes 22141. Code: OFY 15.)
J. Tye.

Sheffield
8-12 Furnival Gate, Sheffield, 1. (Tel. Sheffield 26691/2. Code: OSH 2.)
K. A. Miller.

Southampton
21 London Road, Southampton.
(Tel. Southampton 23348/9. Code: OSO 3.)
A. H. Horler.

Southend
Carby House, 4th Floor, 73 Victoria Avenue, Southend-on-Sea, Essex. (Tel. Southend 41316/7. Code: OSO 2.)
F. L. Sage.

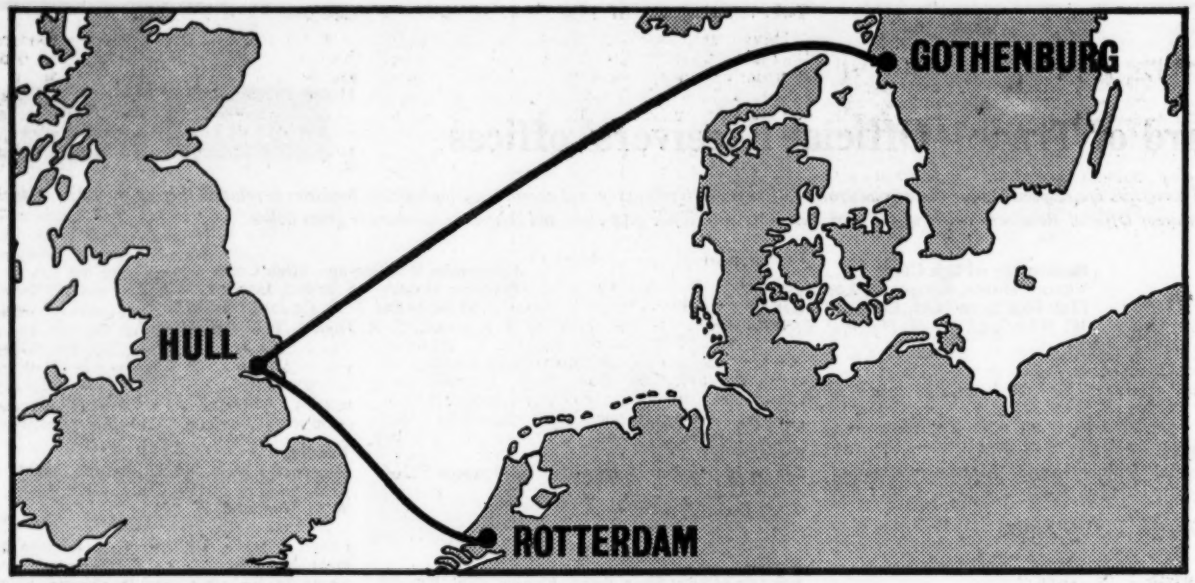
Stockton
4 Bridge Road, Stockton-on-Tees.
(Tel. Stockton-on-Tees 65598/9. Code: OMH 2.)
W. Armstrong.

Stoke
London House, Hide Street, Stoke-upon-Trent.
(Tel. Stoke-upon-Trent 45256/7/8. Code: OST 2.)
D. S. Clackett.

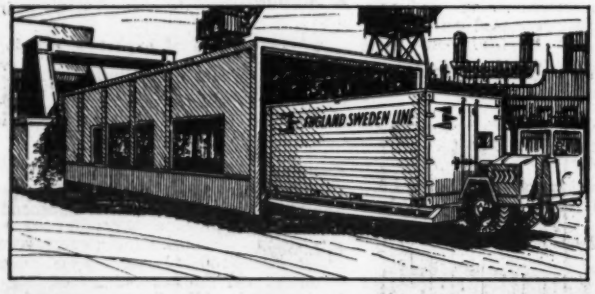
Swansea
Grove House, Grove Place, Swansea. (Tel. Swansea 50652. Code: OSW 2.)
P. W. Nunn.

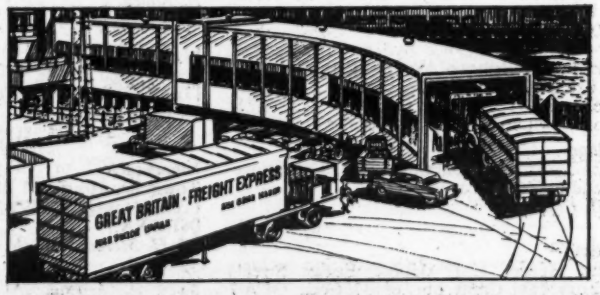
Watford
40 Clarendon Road, Watford.
(Tel. Watford 31022. Code: OWA 3.)
F. L. Sage.

York
2a Market Street, York.
(Tel. York 54465. Code: OYO 4.)
J. E. Friend.



HULL-GOTHENBURG
HULL-ROTTERDAM





Now by roll-on/roll-off

Two new services put Hull in the forefront of world ports offering roll-on/roll-off facilities: to Rotterdam, daily; to Gothenburg, every other day. For shippers in the Midlands and the North of England, they represent even quicker and more efficient handling of cargoes destined for the Continent.

This is just part of the dynamic expansion programme envisaged for Hull over the next ten years. Next in line is a £6¾ million extension of King George Dock, Hull's largest. This would provide eight new berths to meet the needs of the growing number of shippers who are making Britain's third port their first choice.

Full particulars from: **J. A. Lacey, Chief Docks Manager, P.O. Box 41, Dock Office, Hull. Telephone: 27171** *or from* **Area Commercial Officers: Midlands, 85 Newhall Street, Birmingham 3. Telephone: Central 1717. West Riding, 10-12 East Parade, Leeds 1. Telephone: Leeds 34448.**

Hull Docks

Part of a nationwide ports service operated by the British Transport Docks Board, a publicly owned undertaking, and comprising: AYR, BARROW, BARRY, BURNTISLAND, CARDIFF, FLEETWOOD, GARSTON, GOOLE, GRANGEMOUTH, GRIMSBY & IMMINGHAM, HARTLEPOOLS, HULL, KING'S LYNN, LOWESTOFT, METHIL, MIDDLESBROUGH, NEWPORT, PLYMOUTH, PORT TALBOT, SILLOTH, SOUTHAMPTON, SWANSEA and TROON DOCKS.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Pipes and conduit

Orders received recently from North Africa and the Persian Gulf by Turners Asbestos Cement Co. Ltd., a Turner & Newall company, include two totalling approximately £40,000; 300,000 ft. of *Everite* cable conduit are to be delivered to Benghazi, Libya, for use in carrying telecommunication and other cables in Cyrenaica. Orders received from Bahrain cover 370 tons of *Everite* pressure pipes in diameters of from 1¼ in. to 12 in.

Three presses for Australia

Three 1,600-ton package-type extrusion presses worth more than £200,000 have recently been supplied to companies in Australia by Fielding and Platt Limited, Gloucester. Two presses have been delivered to Comalco Products Pty. Limited of Belmont, Western Australia, and one to Aluminium Extrusions Pty. Limited of Victoria. The presses are designed to extrude a wide range of aluminium sections.

£300,000 cabling contract

The National Electricity Board of the States of Malaya has placed a contract, worth £300,000, with AEI Cables' Construction Division. Woh and Odak hydro-electric power stations in the State of Perak will be cabled to a remote control centre and both stations will be operated by remote control from Woh outdoor switchyard or alternatively, by supervisory control from another power station, Sultan Yussuf, at Jor.

High voltage transmission equipment

The Venezuelan power authority, CVE Electrificion del Caroni, have signed a £1 million contract with English Electric's Switchgear Division, Stafford, for high voltage equipment for one of the first 400,000-volt transmission systems to go into service in South America. This is the second major export order placed with the company's Switchgear Division in the past six months, the first being a £1.2 million contract with the Federal Government of Nigeria.

Recent Hawker Siddeley sales

The latest American customer for the Hawker Siddeley 125 business jet is the Hughes Aircraft Company of Culver City, California, makers of aerospace and electronic equipment. When the Hughes' aeroplane arrives in the United States, a total of 65 HS 125's, valued at 47 million dollars, will have been flown across the Atlantic for customers in North America.

Fiji Airways Limited has signed a contract with Hawker Siddeley Aviation for one HS 748 aircraft to be delivered in August 1967. In some instances it will cut flight times by half on routes linking remote islands of the South West Pacific with the main islands of Nadi and Suva. Sales of all versions of the Hawker Siddeley 748, powered by two Rolls-Royce Dart turbo-prop engines, have reached 139 world-wide.

Tube inspection equipment

Davy and United Instruments Limited, Sheffield, have received an order for non-destructive tube inspection equipment from Usines a Tubes de la Meuse S.A., near Liege, the largest manufacturer of steel tubes in Belgium. It will enable the company to inspect automatically an important proportion of their output of boiler, gas and other severe-duty tubes to the requirements of all currently applicable procurement specifications.

Corrugator plants in Eastern Europe

A new corrugated board manufacturing works at Csepel, Hungary, has been equipped and commissioned by the Simon-Hooper Division of Henry Simon Ltd., Stockport. Another complete Simon-Hooper corrugator factory, in Czechoslovakia, is due for commissioning soon and one was recently completed in Poland. Simon-Hooper are the first contractors to have supplied three major installations of this kind to separate East European countries. Total value of the three orders exceeds £1 million, the Hungarian contract representing £350,000.

Textile machinery orders

Prince-Smith & Stells Ltd., the Keighley firm of textile machinery makers, have secured two export orders totalling £188,000. The first is from Altinyildiz Mensucat Fabrikasi S.A., Istanbul: their order, valued at almost £162,000, is for combing, drawing and spinning machinery for producing mohair yarn. The second is from Iran for scouring and drying plant worth £26,000.

Japanese order

Bader Machinery Co. Ltd., Weybridge, has received an order valued in the region of £200,000 from the Japanese electrical manufacturing firm, Hitachi Lamp Co. Ltd., for a complete group of fluorescent lamp making machines. The order was negotiated on behalf of Hitachi Lamp Co. Ltd. by Marubeni-Iida Co. Ltd., the Japanese purchasing organization in London.

This wooden pattern made in the pattern shop at the Darnall Works, Sheffield, of Davy and United Engineering Company Limited, a member of the Davy-Ashmore Group, will form the mould for the casting of a steel main frame for a 2,000 ton forging press. Davy-United are building a fully integrated forging press plant for Crucible Steel Company of America for their Syracuse Works in New York State and the 2,000 ton forging press forms the main unit of this plant.

Second HS 748 for Mexico

AerO Maya, the Mexican independent airline based at Merida, has placed an order with Hawker Siddeley Aviation for a second Hawker Siddeley 748. The AerO Maya 748s have a colourful, 48-seat layout and are equipped with power-operated airstairs, weather radar and autopilot. This latest order brings the number of Hawker Siddeley 748s to operate in Latin America and the Caribbean to 43, and the total world-wide sales – including military types – to 140 aircraft.

Exporting 65 per cent of production

In the past three months export orders worth more than £80,000 have been taken by the Airoil Burner Company (GB) Ltd., West Drayton, Middlesex. Over 65 per cent of total production is now devoted to overseas markets, a variety of specialized oil and gas burners being supplied to refining and petro-chemical industries throughout the world.

Launches shipped to Ceylon

During the past year five high-speed launches have left the yard of W. & J. Tod Ltd., Weymouth, for Government service in Ceylon. The most recent shipments were two 25-knot, 28-ft., glass-fibre Tornado launches for use by the Ceylon police in Colombo. Three others are already in service with the Ceylon Navy and Ceylon Customs. The launches are powered by twin Perkins marine diesel HT6.354 engines.

Engines for Canadian trawlers

Orders valued at well over $1¼ million have recently been placed with the Ruston Group by Canadian fishing companies for the supply of engine-room machinery for eight large stern trawlers now under construction in Nova Scotia.

A recent batch of export orders for Ruston & Hornsby gas turbines, valued at well over one and a half million pounds, includes many repeats for oilfield applications, while others are for the widest range of general industrial duties.

Caterpillar in Malaysia and Ceylon

An order for nine caterpillar tractors, with equipment, accessories and spares, worth a total of nearly £100,000, has been placed with Commonweal Traders Ltd., Strood, by Svenska Entreprenad AB Sentab, Stockholm. The machines will be used in the construction of 46 miles of canal and ancillary works in North Malaysia.

The first of two caterpillar-powered dredgers, built to a new design and together valued at £100,000, has just been completed by Fleming & Ferguson Ltd., Paisley. Sold to the Colombo Port Commission, Ceylon, it will construct new navigation channels and maintain existing ones in the Colombo area. The other dredger has been sold to the State Engineering Corporation of Ceylon.

Deadweight machine orders

W. & T. Avery Ltd., Birmingham, have just completed for the Netherlands a deadweight standardizing machine to be installed by the Institute TNO for Mechanical Constructions. The machine will be used for calibrating load and force measuring instruments including proving rings and load cells, and will be housed in a special building with controlled temperature and humidity. A deadweight machine of 123,000 lbf. capacity has also been ordered by the Australian National Standards Laboratory.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of November 22 published the following amendment to the list of goods subject to quantitative restriction in France imported from former OEEC countries and their dependent overseas territories (see *Board of Trade Journal* of May 6 and July 8, 1966):

List I

The following tariff headings should be added:

Ex 20-07 Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:
Ex B. Of a density not exceeding 1.33 at 15° centigrade:
Ex 1 of grapes:
in bulk, unless for manufacture of grape juice (1)

(1) grape juice intended for manufacturers of grape juice must be forwarded to their destination with a customs clearance form which cannot be changed during transportation. Clearance can only be given when goods arrive at destination.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Customs modifications

THE FRENCH *Journal Officiel* of November 26 announced amendments to the French customs tariff:

Tariff No.	Product	Tariff rate
08-04	Grapes, fresh or dried:	
B	Dried:	
I	In packages of not less than 15 kgs.	6·8% (2)(3)(4)
II	Other	6·8% (3)
16-04	Prepared or preserved fish, including caviar and caviar substitutes:	
A	Caviar and caviar substitutes	30% (5)

(2) This duty is reduced to 2% for grapes imported within the limits of a quota of which the quantity and conditions are fixed by the competent authority.
(3) This duty is reduced to 6·4% until November 30, 1967, inclusive.
(4) Unchanged.
(5) This duty is reduced to 24% until November 30, 1967, inclusive.

The French *Journal Officiel* of November 27 announced the following modifications to the customs staff:

Tariff No.	Description	Rate of duty Per cent
07-01 A II	Early potatoes:	
a.	From January 1 to May 15:	
1.	From January 1 to the last day of February	15%
2.	From March 1 to May 15	15%
b.	From May 16 to June 20	21%
07-05 B I	Lentils:	
b.	Other:	
1.	Ungraded	5%
2.	Other	5%
08-02 C	Lemons	8%
20-07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:	
A	Of a density exceeding 1·33 at 15% C:	
I	Of grapes	50%
II	Other	42%
29-36	Sulphonamides:	
C	Other	14%

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for live animals and meat

THE FRENCH *Journal Officiel* of November 22 announced that the ban on the importation of live ruminants and pigs had been lifted. Imports are subject to individual derogations by the French Authorities.

General derogations have been issued for the importation of meat and meat products. Details of the veterinary certificate may be obtained from Export Section, Animal Health Division, Ministry of Agriculture, Fisheries and Food, Hook Rise South, Tolworth, Surrey.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480.)

Tariff classification inquiries

THE FRENCH Customs Administration has stated that requests for written tariff classifications reports should in future be submitted on their form D.40, which calls for very detailed information.

Applications (in quadruplicate) should be accompanied by samples, and descriptive literature, together with a translation into French.

For general guidance it is still possible to obtain oral information about tariff classification but there is no guarantee that the classification so given will necessarily be the one applied at the port of entry.

Further information about form D.40 may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479 or 480).

Import regulations for plants

THE FRENCH *Journal Officiel* of November 29 announced that imports of cuttings of chrysanthemums and carnations into France (including Corsica) (Tariff heading No. 06-02A) are subject to certain regulations and must be accompanied by a phytosanitary certificate from the country of origin, in the form established by the international convention for the protection of vegetables.

The above regulations will come into force on December 1, 1966.

The full French text of the above notice and a copy of the certificate required may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

Duty quota for dried grapes

THE FRENCH *Journal Officiel* of November 26 announced that for the period December 1, 1966 to November 30, 1967 inclusive, the quota for the import of dried grapes (Tariff No. 08-04 B1) at a reduced rate of duty of 2 per cent has been fixed at 2,825 quintals net.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

BELGO-LUXEMBOURG ECONOMIC UNION

Adoption of ATA Carnets

THE SECRETARIAT of the International Bureau of Chambers of Commerce has announced that the ATA Carnet system comes into force in the Belgo-Luxembourg Economic Union from December 1. The ATA Carnet is an international customs clearance document which allows temporary duty-free admission or transit for both personally-accompanied or unaccompanied goods for display or use at exhibitions and fairs and professional equipment without payment of a deposit or provision of a guarantee.

The Belgo-Luxembourg Economic Union already accept the ECS Carnet for the temporary duty-free admission of commercial samples.

These carnets may be obtained in Britain from the London Chamber of Commerce and certain other key provincial Chambers of Commerce, who can provide full details. A fee is charged for the issue of the Carnets.

Import duty tariff quotas

A BELGIAN Ministerial Order of November 25, 1966 (*Moniteur Belge* No. 228 of November 30), contains **amendments** (reproduced below) to the list of goods to be admitted at a reduced rate of import duty during 1966 up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	232*	241†	2·4	2·4
ex 16.05 A	Crabs of the varieties 'King', 'Kanasaki' and 'Kegani' and shrimps of the variety 'Pandalus Platiceros Japonicus', simply boiled and peeled or decorticated, including frozen, intended for the canning and bottling industry . . .	115‡	215††	3**	6

*Quota for the period from January 1, 1966, to November 30, 1966 (inclusive). [For 1965, the quota was 221 metric tons at a reduced duty of 2·4%.]
† Quota for the period from December 1, 1966, to November 30, 1967 (inclusive).
‡Quota for the period from April 1, 1965, to March 31, 1966 (inclusive).
**Reduced import duty for the period from April 1, 1965, to March 31, 1966 (inclusive).
††Quota for the period from April 1, 1966, to March 31, 1967. [Increased from 115 metric tons to 215 metric tons under above-mentioned Ministerial order.]

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of September 9, 1966, page 656.

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THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D6/8831 of November 30, 1966 (*Nederlandse Staatscourant* No. 233, of November 30), contains an amendment to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under the terms of this Order may not be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force from December 1, 1966.

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: (Metric tons)		Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	545*	346†	2·4	2·4

*Quota for the period from January 1, 1966, to November 30, 1966, inclusive; for 1965 the quota was 570 metric tons at a reduced duty of 2·4 per cent.
† Quota for the period from December 1, 1966, to November 30, 1967 (inclusive).

A previous notice on The Netherlands Import Duty Tariff Quotas containing a reference to the above-mentioned item was published in the *Board of Trade Journal* of January 14, 1966, pages 104-105.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
56/66	On calculating the maximum amount of refunds on exports to third countries of dairy products; and revoking Regulations Nos. 41/65 and 42/65	1s. 6d. (1s. 9d.)
58/66	To amend the term of validity of Regulation No. 28/66 concerning the sale at a reduced price of butter held in public storage to processing industries	5d. (8d.)
68/66	Continuing certain time limits for obtaining aid from the Agricultural Orientation and Guarantee Fund, Orientation Section, for the year 1965	5d. (8d.)

ITALY

Common agricultural policy on oils and fats

THE ITALIAN MINISTER OF FINANCE in Decree No. 911 dated November 9, 1966, has announced that Italy is implementing the EEC regulations setting up the common organization of markets in oils and fats.

A notice on this subject appeared in the *Board of Trade Journal* on December 2, 1966, page 1406.

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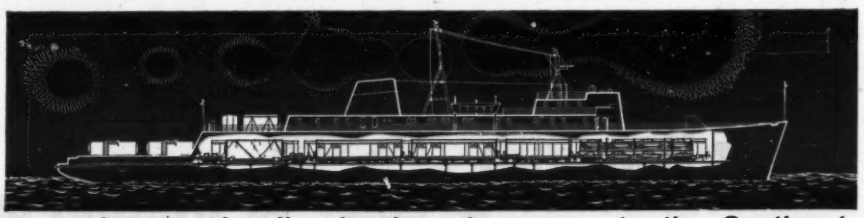

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Manufacturing tax and frontier surtax on petrol and hydrocarbons

IN A DECREE published in the *Gazzetta Ufficiale* of November 9, the Italian Government has increased the manufacturing tax and frontier surtax on certain petroleum products, as follows:

Product	Previous rate lire per quintal	New rate lire per quintal
Petrol (including special types) other than white spirit Fuel oil other than lamp oil	10,685	11,990
Liquefied petroleum gas for propulsion of motor vehicles	4,350	4,890
Jet fuel JP4 for Ministry of Defence	1,068·50	1,199

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

JORDAN

Import regulations

THE JORDANIAN *Official Gazette* No. 1942 of August 10 gave details of an amendment to the Import Rules published in *Official Gazette* No. 1907 of March 16, 1966.

The amendment permits the following commodities to be excepted from the ruling that all imports must enter Jordan via Aqaba Port:

(a) Brazilian coffee.
(b) Aviation petrol.
(c) Personal effects.
(d) Films.
(e) Used vehicles for personal use.
(f) Charcoal.
(g) Eggs.
(h) Tombac (tobacco leaf).
(i) Jute and multi-ply paper bags.
(j) Large items of machinery and equipment which cannot be handled at Aqaba Port.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

SIERRA LEONE

Customs tariff amendment

THE SIERRA LEONE Customs Tariff (Amendment) (No. 2) Order, 1966, published in the *Sierra Leone Gazette* dated November 21, amends with effect from November 16, the First and Second Schedules to the Sierra Leone Customs Tariff (published in the *Board of Trade Journal* of July 1, 1966, pages 57-59) as follows:

Item	Goods	Unit	Tariff
Substitute for Item 18 the following:			
18	Crown corks	Great Gross	Le 1·00 cents
Add the following new sub-paragraph to paragraph (A) of Item 52:			
52 (A) (6)	Spirituous medicinal preparations containing more than 10% of pure alcohol and not specifically exempted under the Second Schedule	Imp. Gal.	Le 6·00 cents
Substitute for sub-paragraph (d) of paragraph (B) of Item 52 the following:			
52 (B) (d)	Spirituous embrocations, liniments, etc., for external use		37½% *ad val.*
Add the following new sub-paragraph to paragraph (B) of Item 52:			
52 (B) (e)	Other non-potable spirits	Imp. Gal.	Le 0·20 cents

The Second Schedule – Table of exemptions from Import duties

Delete paragraph (3) of Item 33 and substitute therefor, the following sub-paragraph:

33 (3) Fish:
(a) Dried, salted, smoked or pickled, not in tins, jars or bottles;
(b) Fresh, not preserved in any way.

MOROCCAN VISITORS

Mr. Hassan Sghir, head of equipment department at the Moroccan Ministry of Agriculture's Agency for State Farms – Centrale de Gestion des Exploitations Agricoles (CGEA) – during his official eight-day visit to the United Kingdom under the auspices of the Board of Trade to look at some of the newest developments in farm machinery. He is shown touring the Massey-Ferguson tractor factory in Coventry – which has an annual capacity of 100,000 units. He saw the assembly lines and the machine shops, where some of the components are being made for a factory in Casablanca which assembles tractors and manufactures them under licence.

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TANZANIA

Import duty on some bottles and jars

GOVERNMENT NOTICE No. 337, the Customs Tariff (Bottles and Jars) Notice, 1966, published in the *United Republic of Tanzania Gazette* of November 25, states that all bottles and jars of the types described in the Schedule hereto are hereby specified for the purpose of item 79(a) of the First Schedule to the Customs Tariff Ordinance:

The Schedule

1. Sprinkler bottles having a nozzle opening formed in the bottle mouth.
2. Bottles and jars made to receive and fitted with ground glass stoppers or lids.
3. Poison bottles having the outer surface fluted vertically with ribs or grooves recognizable by touch.
4. 'Winchester' bottles.
5. Bottles and jars manufactured of plastic materials.
6. Bottles and jars of heat or chemical resistant special glass.
7. Bottles and jars manufactured of opal glass.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

GHANA

Short term debts

DETAILS OF THE Bank of Ghana's plans for dealing with short term debts were published in the *Board of Trade Journal* dated September 2, 1966, page 599. The Bank of Ghana have reviewed the debt situation and have now issued a further statement which is reproduced below:

1. Arrears as at May 31, 1966
(Excluding items of a capital nature)

Under the scheme introduced on August 19, 1966, arrears in the names of a number of large creditors are being cleared by 24 equal monthly instalments. Other arrears are being settled according to a system which takes into account the amounts involved and the chronological order of the transfer requests. It will be recalled that as a first step foreign exchange cover was provided to the commercial banks on August 31, 1966, to enable all payments outstanding up to December 31, 1965, to be effected, as well as those not exceeding C6,000 and dating from January to March 1966.

In accordance with the undertaking given in the notice of August 19, 1966, the Bank has reviewed the scheme and finds that its resources will permit the following further payments, which will accordingly be made during December 1966:

(a) All amounts exceeding C6,000 but not exceeding C12,000, which were due for transfer before April 1, 1966.
(b) All amounts not exceeding C6,000 which were due for transfer in April 1966.

The position after these payments will be that (apart from amounts due to the large creditors):

(i) all amounts up to C6,000 will have been cleared up to April 30, 1966.
(ii) all amounts up to C12,000 will have been cleared up to March 31, 1966; and
(iii) all transfers (except items of capital nature) requested up to December 31, 1965, will have been covered irrespective of the amount.

The separate arrangements with large creditors continue as before and are not affected by this announcement. It is regretted that it has not been possible in this review to make any accelerated payments under these arrangements.

2. Inclusion of additional items of current payments since June 1

Under the announcement of August 19, 1966, the Bank of Ghana has so far only provided the commercial banks with foreign exchange cover for import payments, for transfers under Personal Remittance Quotas and for students' expenditure. It is now possible to extend the list to cover many other current transactions including passenger fares, freight earnings, technical fees and subscriptions. This extension applies to:

(i) all items which at the date of this notice had already been approved by Exchange Control, and
(ii) income earned or expenditure incurred since June 1, 1966, which receives Exchange Control approval.

It is regretted that it has not been possible in this review to cover

items of a capital nature.

The next review will be carried out during February 1967.

Note: The symbol C should read in this notice as ₵ for Cedi.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2253).

REPUBLIC OF SOUTH AFRICA

Import Control—1967

THE SOUTH AFRICAN Minister of Economic Affairs has announced measures relaxing import control which relate to the whole of 1967. These are as follows:

1. Certain unspecified items have been transferred from group A consumer goods to the free list.
2. A number of items, said to be considerable, have been removed from the restricted list.
3. Merchant importers of machine tools are to be allowed to maintain stocks at a level equal to six months current sales. Such importers are to get a first allocation of permits equal to 50 per cent of 1964 imports.
4. Import permits for capital plant and equipment required by merchant importers and established manufacturers are to be issued on a more liberal basis.
5. Permits for raw materials required by manufacturers are to be granted freely.

Permit allocations for 1967 will be as follows:

(i) For group A consumer goods, allocations will equal 110 per cent of 1964 imports (in 1966 this was 100 per cent).

(ii) For group B consumer goods, allocations will equal 60 per cent of an importer's assessment basis (in 1966 this was 55 per cent).

(iii) For raw materials imported by merchants, allocations will equal 115 per cent of 1964 imports (in 1966 this was 100 per cent).

(iv) For textile piece-goods, allocations will be increased by 15 per cent over the 1966 level.

For goods on the restricted list the conversion rate is to remain at R.3 for R.1.

Full details of the changes involved, when received, will be given in a later issue of the *Board of Trade Journal*.

Customs tariff application

CUSTOMS TARIFF Application List No. 424, published in the South African *Government Gazette* of December 2, contains an application to the Board of Trade and Industries for increase in duty on warp knitted fabrics, knitted from polyamide fibres, classified under tariff sub-headings 60.01.50.80 and 60.01.50.90, from the present duties to 10 per cent *ad valorem* plus 20 cents per sq. yd. with a minimum of 25 per cent *ad valorem* in each case.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2352/66.

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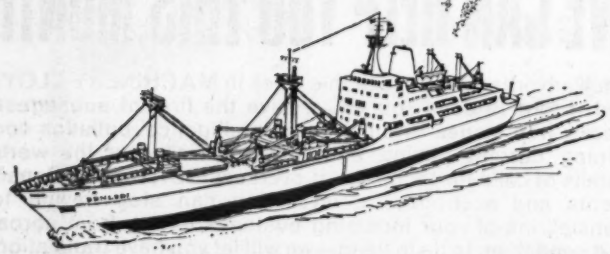

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CEYLON

Import of foreign greeting cards

THE BOARD OF TRADE have received a copy of Import Control Notice No. 30/66, issued by the Ceylon Controller of Imports and Exports, concerning the import of foreign greeting cards. The notice states that:

(1) Imports of foreign greeting cards will not be permitted with effect from December 1, 1966.

(2) Hitherto, import of these greeting cards has been permitted as in the case of other items where they were sent as gifts and where the value of the parcels did not exceed Rs 250 per year to any person or institution. This concession terminates with effect from the date referred to in para 1.

(3) Parcels containing greetings cards which were despatched from exporting countries before December 1, 1966 will be permitted clearance on the Principal Collector of Customs being satisfied with regard to the date of despatch. All parcels despatched after December 1, 1966, are liable to confiscation by the Principal Collector of Customs.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2642).

SINGAPORE

Control of Manufacture Ordinance

THE SINGAPORE *Government Gazette* No. 85, dated October 28, 1966, announced the making of the Control of Manufacture Order, 1966, which amended the Control of Manufacture Ordinance, 1959 (published in the *Board of Trade Journal* of May 22, 1959, page 1227) by adding the following item to the First Schedule of goods for which intending manufacturers are required to register:

(xiii) Motor vehicles, all types.

AUSTRALIA

By-law admission of motor vehicle components

IN THE *Board of Trade Journal* dated March 18, 1966 (pages 631 and 632) details were given of the Australian Government's policy covering the concessional imports of components under By-law for use as original equipment in the manufacture of motor vehicles.

The Australian authorities have announced a temporary modification of the policy in respect of those Australian manufacturers, who have undertaken to increase the local content of their motor vehicles to 95 per cent of the total value over a period of five years.

The effect of the modification is to allow such manufacturers, who have an annual production of less than 25,000 units an option of a two-year extension for completing the programme.

Prohibited imports

DETAILS were given in the *Board of Trade Journal* of September 23 of an amendment made to the quarantine regulations by the Australian Department of Health, whereby imports of cheeses made from unpasturized milk were to be prohibited in respect of consignments made on or after September 1, 1966.

The British High Commission in Canberra reported subsequently that the Minister of Health had decided to defer the introduction of the new regulations for six months. It has now been reported that the regulations have, in the light of that decision, been formally repealed by the issue of Statutory Rules 1966, No. 155 notified in the *Commonwealth of Australia Gazette* of November 10, 1966.

Preferential treatment of British goods

EXPORTERS are reminded that United Kingdom goods do not qualify for preferential tariff treatment upon importation into Australia unless, among other conditions, the goods are consigned from the United Kingdom direct to Australia and are not transhipped.

Where the goods are transhipped they may qualify if it is proved to the satisfaction of the Collector of Customs at the port of entry that their intended destination when originally shipped from the United Kingdom was Australia.

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Amended by-law

The following By-law has been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Parts, for water turbines exceeding 2,000 horse-power, being parts for use otherwise than for replacement purposes, under security, as follows: Automatic devices for remote controlled or un-attended turbines; End covers and gates for reaction turbines; Guide apparatus and regulating system for reaction turbines; Inlet bend with jet and nozzle deflector gear for impulse turbines; Oil pressure governing system; Turbine runners	84.07	Free

Cancelled By-laws

The following goods are removed from the provision of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Hinges, for use in pianos, under security; the By-law still applies to these goods provided they are in direct transit to Australia on November 17, 1966, and are entered for home consumption within 21 days after importation; or in bond in in Australia on November 17, 1966, and are entered for home consumption on or before December 16, 1966	83.02.200	27½%
Gliders, having a throat width less than 0·145 inch or exceeding 0·259 inch, for fasteners of the progressive interlocking kind; the By-law still applies to these goods provided they are in direct transit to Australia on November 17, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on November 17, 1966, and are entered for home consumption on or before December 16, 1966	98.02.290	10%

References to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **ETHYLENE OXIDE DERIVATIVES** (Tariff Items 29.04.400, 29.08.200, 29.23.100, 34.02.000, 34.04.110, 38.19.700, 38.19.99, 39.01.150).

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319), quoting reference No. CRE 2359/66.

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UNITED STATES

Initial Federal motor vehicle safety standards

A NOTICE in the *Board of Trade Journal* of December 9, 1966, announced the publication of initial Federal motor vehicle safety standards under the National Traffic and Motor Vehicle Safety Act of 1966. In addition to passenger cars some of the standards will apply to motorcycles, trucks, trailers and buses. It is anticipated that all standards will have an effective date of September 1, 1967, except the one for new pneumatic tyres which will be August 1, 1967, and the one for seat belt assemblies which will be March 1, 1967.

Interested persons are invited by the National Traffic Safety Agency to participate in the making of these standards by submitting written views and data. All comments must identify the docket and notice number (Docket No. 3, Notice No. 1) and be submitted to the National Traffic Safety Agency, United States Department of Commerce, Room 3807, Washington, DC 20230. Ten copies are required and supporting evidence must accompany statements of fact. This requirement is particularly important with respect to facts stated to show that a standard is not practicable or fails to meet any of the other statutory requirements of the Act, or to support a request that any standard have an effective date earlier or later than that specified in the proposed standards. If for any standard an effective date is requested that is sooner than 180 days or later than one year from the date of issuance of the initial standards, good cause must be shown for the requested date, and the comments should make such a showing. All comments should identify the vehicle, model, or equipment to which stated facts apply.

All communications must be received not later than January 3, 1967, and will be available both before and after that date for examination by interested persons.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397), from whom a copy of the standards can be obtained.

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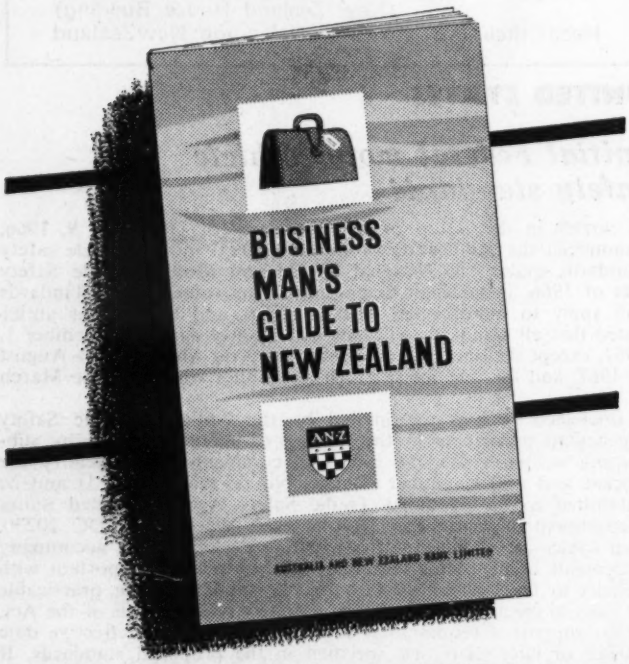

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Labelling of hazardous substances

THE REGULATIONS under the United States Federal Hazardous Substances Labelling Act have been amended with effect from December 1, 1966, by adding a new sub-paragraph as follows:

The outer retail containers of solder kits each consisting of a small tube of flux partially surrounded by a winding of wire-type cadmium-free silver solder are exempt from the labelling requirements of section 2 (p) (1) of the Act, provided that:

(1) The metal solder contains no cadmium and is not otherwise hazardous under the provisions of the Act.

(2) The tube of flux in the kit is fully labelled and in conformance with the Act and regulations, and any accompanying literature which bears directions for use also bears all the information required by section 2 (p) of the Act.

(3) The main panel of the outer container bears in specified type size the following: The signal word, the statement of principal hazard or hazards, the statement 'Keep out of the reach of children', or its practical equivalent, and instructions to read other cautionary instructions on the tube of flux within.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Ssection), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Tariff treatment of sundry articles

UNITED STATES Public Law 89-806, approved on November 10, 1966, amends item 807.00 of the Tariff Schedules of the United States to remove the present requirement that, to be free of duty, an American component in an article assembled abroad must have been exported from the United States with the intent that it was to be returned to the United States as part of the assembled article. This amendment will apply to United States components in articles assembled abroad which are entered, or withdrawn from warehouse, for consumption on and after November 10, 1966. Duty-free treatment will also apply to such articles imported after August 31, 1963, provided a claim for duty refund is filed before March 10, 1967.

PL 89-806 also contains a provision under which buttons of acrylic or polyester resin, or of both resins, classifiable under item 745.32 which are finished in the Virgin Islands, Guam, and American Samoa from blanks or unfinished buttons of foreign origin must pay the full rate of duty when entering the United States. This provision applies to such buttons entered or withdrawn on and after March 10, 1967.

PL 89-806 also contains a provision allowing duty-free entry for specified teaching aids used in schools employing the Montessari system of instruction. This provision applies to such aids entered or withdrawn on or after November 10, 1966.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved products' for the purposes of the above Act: Electroplated products and glass products.

Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627.)

Exemptions from import duties

THE BOARD OF TRADE have received from Barbados a copy of an Order which amends Part III of the First Schedule to the Customs Act, 1962 (Table of Exemptions from Duty) by the addition of the following new paragraph:

> Net and netting of cotton, synthetic fibres and spun glass, imported for use in the protection of fruit and vegetable crops on proof being given to the satisfaction of the Comptroller of Customs that the said articles are imported exclusively for the purposes aforesaid.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by:

(i) the deletion of items 732-03 and 733-09 (motor vehicles in excess of ten (10) tons in weight and Trailers in excess of eight (8) tons in weight) and,

(ii) the substitution of the following:

732-03 Motor vehicles in excess of a maximum gross weight of ten (10) tons.

733-09 Trailers in excess of a maximum gross weight of eight (8) tons.

Indents for import licences in respect of (ii) above may now be submitted to the Ministry of Industry and Commerce for consideration. This cancels an earlier notice (see *Board of Trade Journal* of November 25, 1966, page 1363) which advised that, until further notice, no licences for these items would be issued.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following product should be declared 'approved product' for the purposes of the above law:

> Valve grinding paste.

'Approved manufacturers' of this product will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law:

> Salt for chemical use, for food preparation and for table use; roll formed sections of steel including 'Z' roof purlins and ancillary fittings for structural work; household electrical appliances, utensils and equipment of pressed or otherwise fabricated sheet metals heated by built-in electric elements.

Notices that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated November 18, 1966, page 1305, and October 28, 1966, page 1092.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

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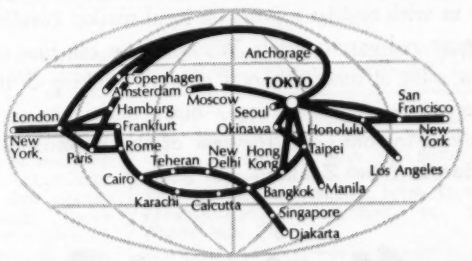

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JAMAICA, *continued*

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the above law:

Banana flour from green bananas.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 21, 1966, page 1037.

Application for the status of 'approved product' and 'approved manufacturer are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the addition of the following new items:

132 Sewage Treatment Plants and Lift Stations, and accessories.

133 Scouring Pads (metal and plastic).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products in Jamaica for the purposes of the above law:

Coin-operated amusement machines.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal*, dated October 28, 1966, page 1093.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

PERUVIAN TIMES (ANDEAN AIRMAIL AND PERUVIAN TIMES)

Cir. 7,000; Lima; English; weekly, Fri.; pg. sz. 35 × 25 cms. (12 in. × 8¼ in.); rates: pg. £48 ½ pg. £24, ¼ pg. £12; series 26, 10%; 52, 15%; colours + 20%.

An independent paper established in 1912, devoted to recording the development and progress of Peru, Chile and Andean Republics. Readership: business and commercial executives in Peru and abroad and the English speaking community. Past advertisers include: Rolls-Royce, English Electric, Bank of London, S. America, Timken, Remington Rand, B.O.A.C., Pacific Steam Navigation Co., The Peruvian Corpn. Ltd., John Thorneycroft Ltd., Nugget, Dunlop. The Peruvian Times recently purchased the subscription list and name of The South Pacific Mail, of Santiago, Chile, which ceased publication in Feb. 1956. Effective in August 1966, The Peruvian Times will supply former mail subscribers with the Peruvian Times by air express.

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GUYANA

Exemptions from import duties

THE CUSTOMS DUTIES (Amendment) (No. 7) Order, 1966, amends Part III of the First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Duty) by the addition of the following paragraphs to item 27:

(15) Caustic soda for use in the manufacture of glass and glass products.

(16) Decorated tin plate, cork discs, plastic lining and agglutinant for use in the manufacture of crown corks.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated.

Section	Group	Item	Tax/Deposit
IV	16	Fresh onions	Free/Tax 10,000%
VIII	39	Insert new item: Fabrics made of nylon ribbons of 0·3 mm. or more thickness and 5 mm. or more width, woven with nylon monofilaments, single or in layers, in rolls, for making transmission belting	43
IX	45/53	Sodium silicate in dry soluble powder (Na20/SiO2=$\frac{1}{2}$-2)	70

BRAZIL

Imports of natural rubber

HM EMBASSY in Rio de Janeiro report that by a Resolution No. 437 published in the *Diario Oficial* of September 28, 1966, exemption has been granted from import duties on an additional quota of 10,000 dry-weight tons of natural rubber, to be imported during the current year.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada, Britanica, Casilla 854, *Lima.*

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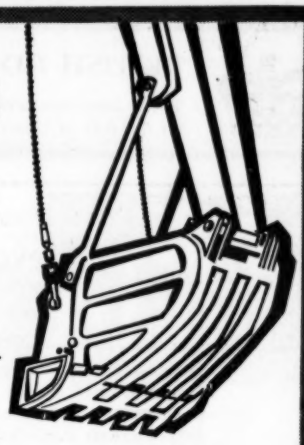

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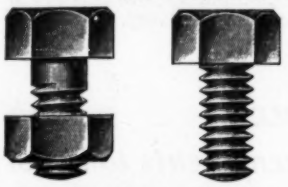

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	25 Nov. 1966
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United States consular offices in the UK	17 June 1966

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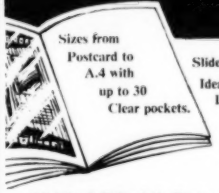

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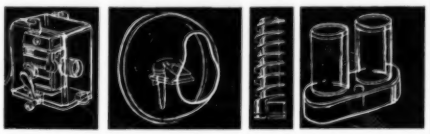

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